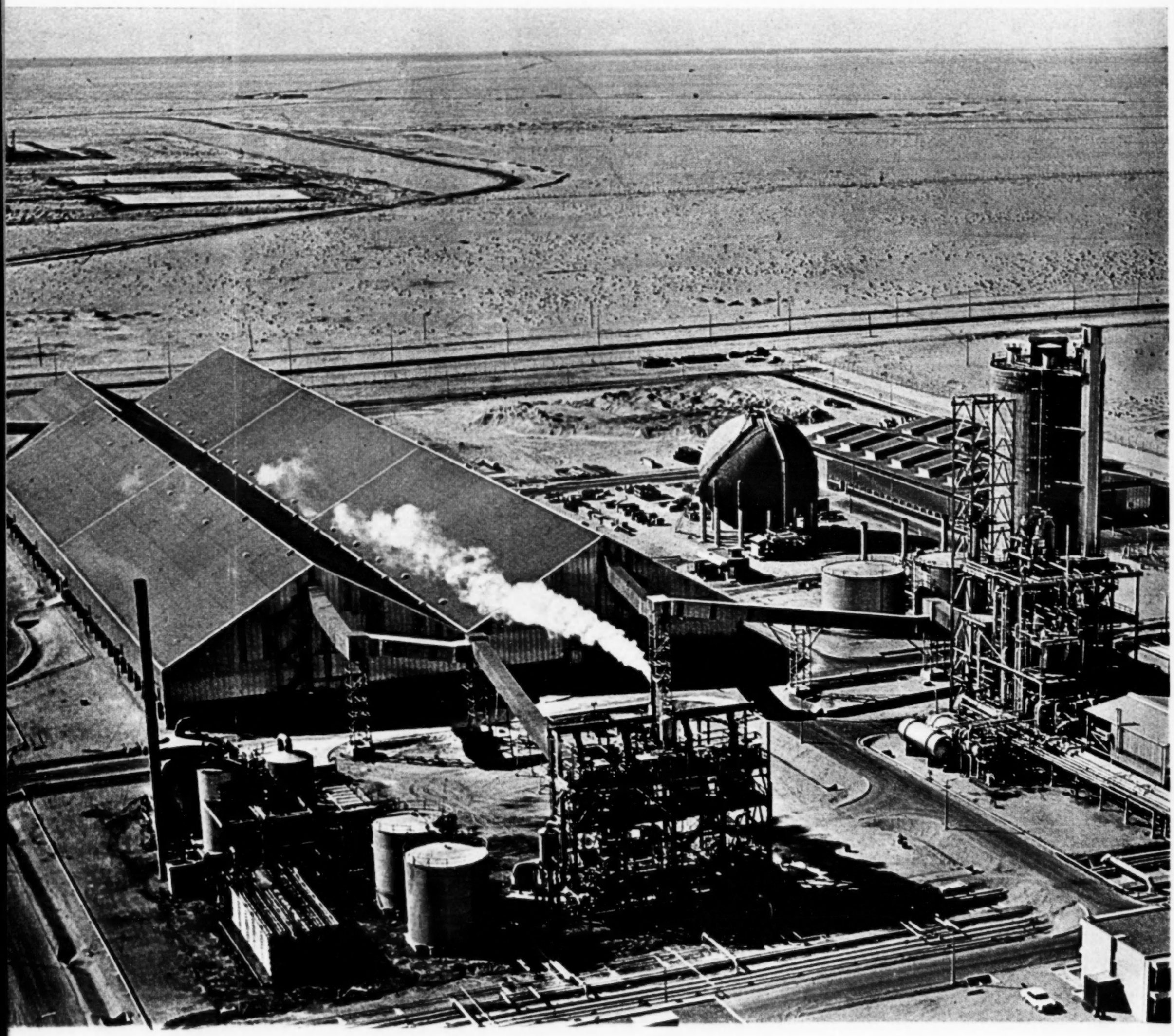
Board of Trade Journal

Volume 199, No. 3832 Published by Her Majesty's Stationery Office 26 August 1970



Price 2s 0d [10 p] net

Book your appointment now!

To cut down waiting time and speed up turn-round, there are seven vehicle appointment schemes in operation throughout the Royal Docks:

1) British India/Union Castle Joint Service to E. Africa.

2) Ellerman & Bucknall Steamship Co. Ltd. vessels to S. Africa, S.E. Africa, Lobito, Walvis Bay.

3) P & O Lines Far Eastern Service vessels to Malaysia, Singapore, the Philippines, Hong Kong, Taiwan, Japan.

4) Royal Mail Lines vessels to the Bahamas, Bermuda, Central America, Colombia, Curacao, Dominican Republic, Jamaica, Turks Island, Venezuela.

5) Australian Conference vessels.

6) New Zealand Conference vessels to New Zealand, Fiji.

7) Safmarine vessels to S. and S.E. Africa.

Exporters wishing to make appointments for any of these schemes should telephone 01-476 4595, 01-476 6265, 01-476 6266, 01-476 7667, 01-476 7777 or Telex 896816.

We're here to help you

PLA

Port of London Authority,
P.O. Box 242, Trinity Square, London E.C.3.
Telephone 01-481 2000 Telex 264176

Board of Trade Journal

VOLUME 199. NO. 3832. PAGES 429-468. AUGUST 26, 1970.
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 430
Subscriptions, Advertising, Reprints 430
BSI – Behind-the-scenes influence on Britain's export trade 433
Visits by British overseas commercial representatives 436
British Commercial Representatives overseas 436
Exporting to the Middle East 436
Hints to businessmen booklets 436
ABCC merchanting trends inquiry 436
Exporting on television 436
BNEC appoints chairman of BNEC Canada Group for Power 436
The Queen's Award to Industry, 1971 437
Sir Peter Runge: tribute by the President of the Board of Trade 437
Princess Margaret to attend hosiery and knitwear industry's first design conference 437
Decimal coin stockpile complete ahead of schedule 437
Applications for temporary exemption from import duty 437
Annual review of temporary exemptions from import duty 438
Patents endorsed 'Licences of Right' 440

Aviation and Shiipping

President on benefits of second force airline 441
BOAC annual report shows high operating surplus 441
London Airport rail link 441
Fishing boat medical scales 441
New Books 443
Government surplus sales by auction 444

STATISTICS

The economy: selected indicators 446
Index of industrial production for June 1970 447
Confidentiality of business statistics 448
General index of retail prices for July 448
Census of stocks of wool, etc. and tops 448
Registrations of British and foreign films 448
Footwear industry: orders and deliveries 449
Hosiery and other knitted goods – index of production 449
Northern Ireland index of production 449
Cinema admissions and takings in May 449
Business Monitor 449

EXHIBITIONS AND FAIRS

Princess Alexandra to open BA '70 451
'Considerable demand' reported by stone dealers at New York jewellery show 451
Companies join forces to form 'Gift Palace' 451
British foods at the 1970 Pacific Fine Food fair 453
British promotions at Japanese stores 453
More than 10,000 exhibits at Bulgaria's London show 455
Computers directed at top management in industry 455
Overseas visitors listed in attendance survey 455
Exhibitors report 457
Export Missions and Tours 458
Export Orders 459

TARIFF CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Afghanistan: Metric system regulations 462
Argentina: Changes of import duty on ships, boats and hovercraft 466
Australia: Tariff changes. Dumping cash securities: cheese. Simplification of the Australian customs tariff 463
Bahrain: Cholera 462
Canada: Revision of division 15 of the Food and Drug Regulations 468
Chile: Import duty amendments 466
Ecuador: Increased prior deposit rates 466
European Communities: Common agricultural policy. Harmonization of legislation – vehicle laws 460
France: Global quota for preserved tunny fish. Duty-free quotas for unwrought magnesium. Customs tariff modifications. Import regulations for meat 461
Ghana: Notice to importers 462
Hungary: Fourth Five Year Plan (1971-1975) 461
Israel: Regulations concerning use of cyclamates. Tariff amendments 462
Kuwait: Cholera 462
Libya: Cholera outbreak 462
Malaysia: Import control 462
New Zealand: Customs tariff changes. Inquiry into electrical measuring, checking, etc. instruments and appliances. Tariff and Development Board report. Emergency Protection Authority inquiry on glassine paper 465
Peru: Prohibition lifted on zinc oxide 465
Republic of South Africa: Budget proposals 1970 430
Spain: Opening of global quotas 461
Trinidad and Tobago: Aid to Pioneer Industries Ordinance 1950 467
United States: Trade regulation rule – electric incandescent light bulbs. Tyre identification and record keeping. Guides for wig and hairpiece industry. Trade regulation rule – advertising of economic poisons. Motor vehicle safety standard for power operated window systems 467

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

This factory and storage building complex for the Kuwait Chemical Fertilizer Company was constructed by Conder (Southern) Ltd. of Winchester, who claim to be the largest manufacturers and exporters of industrial steel frame buildings in the United Kingdom. The Conder 'Ideas Bank', which is a library of over 2,500 computer-processed designs and construction drawings, enabled working drawings to be prepared in a matter of days. On-site supervision ensured that erection proceeded as smoothly as possible despite the difficult site conditions. The buildings are basically of steel-framed portal construction. Where a high level of natural day-lighting is needed, the patented Conder Monitor roofing system has been used (background right). The Monitor combines north light, a controlled amount of south light, avoids direct sun penetration and eliminates solar heat gain. Wide clear stands provide uncluttered storage areas and ease mechanical handling.

LATE ANNOUNCEMENTS

Republic of South Africa: Budget proposals 1970

CHANGES TO South African Customs, Excise and Sales duties were made on August 12. These affect aviation, kerosene, cameras, telescopes, binoculars and photographic equipment, watches, clocks, office machinery (including cash registers), caravans, motorcycles and other goods.

Details may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

Export of Calves

THE MINISTRY of Agriculture, Fisheries and Food has announced that licences for the export of calves will be restricted on a similar basis to that which applied last year. The purpose of the restrictions is to ensure that the level of calf exports does not affect adversely the expansion of supplies of home-produced beef.

The current period for the issue of licences ended on July 31. Applications for licences to export calves up to February 28, 1971, should be submitted to the Board of Trade, Export Licensing Branch, 54 Broadway, London, S.W.1, and should be accompanied, where appropriate, by a statement showing the number of calves exported by the applicant during the period September 1, 1969, to February 28, 1970.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	10 June 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	15 July 1970
Industry's investment intentions (3 times a year)	17 June 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	19 Aug. 1970
Chemicals industry (Q)	19 Aug. 1970
Companies:	
Acquisitions and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	19 Aug. 1970
N. Ireland (M)	29 July 1970
Computers:	
UK computer market (Q)	15 July 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	12 Aug. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	15 July 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	5 Aug. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	29 July 1970
Film industry:	
British Film Fund Agency returns (M)	12 Aug. 1970
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	5 Aug. 1970
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	24 June 1970
Industrial countries trade and production (Q)	5 Aug. 1970
World exports of manufacturers (A)	7 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	12 Aug. 1970
Value of overseas trade (M)	19 Aug. 1970
Value of overseas trade: analysis of trends (Q)	5 Aug. 1970
Gold and convertible currency reserves (M)	12 Aug. 1970
Hairdressing trades turnover (M)	19 Aug. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	12 Aug. 1970
Industrial building (Q)	29 July 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies.	
Assets (A)	19 Aug. 1970
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	19 Aug. 1970
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	5 Aug. 1970
Deliveries (Q)	5 Aug. 1970
Production (M)	5 Aug. 1970
Volume of production (M)	5 Aug. 1970
Motor industry:	
Car and commercial vehicle production (M)	12 Aug. 1970
Motor trades turnover (M)	19 Aug. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	22 July 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	12 Aug. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	12 Aug. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and services trades (A)	12 Aug. 1970
Industry's stocks (Q)	15 July 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	19 Aug. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	29 July 1970
Cotton production (M)	29 July 1970
Hosiery production (M)	This week
Wholesale houses sales (M)	19 Aug. 1970
Wool exports (Q)	27 May 1970
Wool output (M)	29 July 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	12 Aug. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	19 Aug. 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	19 Aug. 1970
Board of Trade Regional Organization	19 Aug. 1970
British Commercial representatives overseas	15 July 1970
Customs notices of interest to exporters	5 Aug. 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© **Crown Copyright 1970**

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

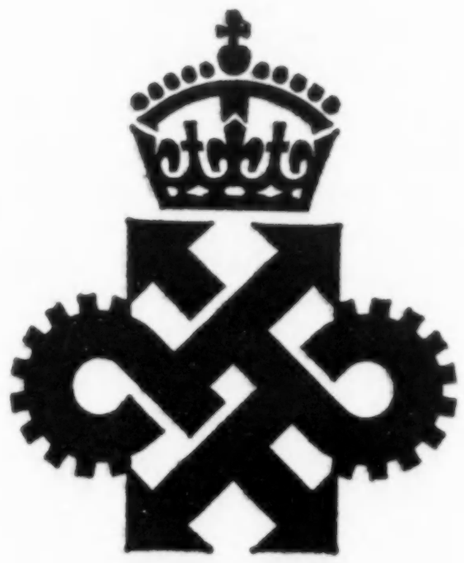
Enclosed please find £6 18s. 6d.
being one year's subscription to the
BOARD OF TRADE JOURNAL,
The copy should be sent to:

Name .....

Address .....

.....

THE QUEEN'S AWARD TO INDUSTRY 1971



The closing date for receipt of applications is the 31st October, 1970. Application forms and guidance notes may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000

Bear right for the Outback, Snowy mountains, Northern Territory, and the Gibson Desert.

Step into A.N.Z. Bank in Cornhill, and it's the next best thing to being in Australia.

Our four London offices can probably provide as many facts and figures, about investment and setting up Down Under, as you're likely to learn from a week in Sydney or chatting to a few citizens of 'The Alice'.

If you find prospects aren't what you thought, A.N.Z. Bank will have saved you a nasty vaccination stab, about three days stuck inside an aeroplane and a good bit of cash.

On the other hand, if prospects still look ripe, we'll have saved you a good bit of ground work. And you won't waste your first week out there asking the questions we could have answered in London.

Of course, your questions may not be about the length of an oil-drilling lease, or the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Brisbane. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available *free*.

Talk to the *locals*, A.N.Z. Bank in London.

A.N.Z. Bank

Other London branches at:
20 Grafton Street, W.1. 01-493 8791
15 Great Cumberland Place, W.1. 01-723 4271
263 Strand, W.C.2. 01-405 3688

A·N·Z

Australia and New Zealand Bank Ltd. Head Office:
71 Cornhill, London, E.C.3. Telephone: 01-283 1281
with E.S. & A. Bank, a member of Australia and New Zealand Banking Group Limited

BSI—Behind-the-scenes influence on Britain's export trade

by H. A. R. Binney, CB, director general, British Standards Institution

This is the first of a number of articles which will outline the work of grant-aided organizations, particularly as regards their contribution to the economy and the services they provide to industry.

IT IS FIVE YEARS since I last wrote for the *Board of Trade Journal* about the place of the British Standards Institution in our industrial and economic affairs.

What I said then about the growing emphasis on international harmonization in technology and its vital part in our export trade has been very greatly reinforced by the course of events in the intervening years.

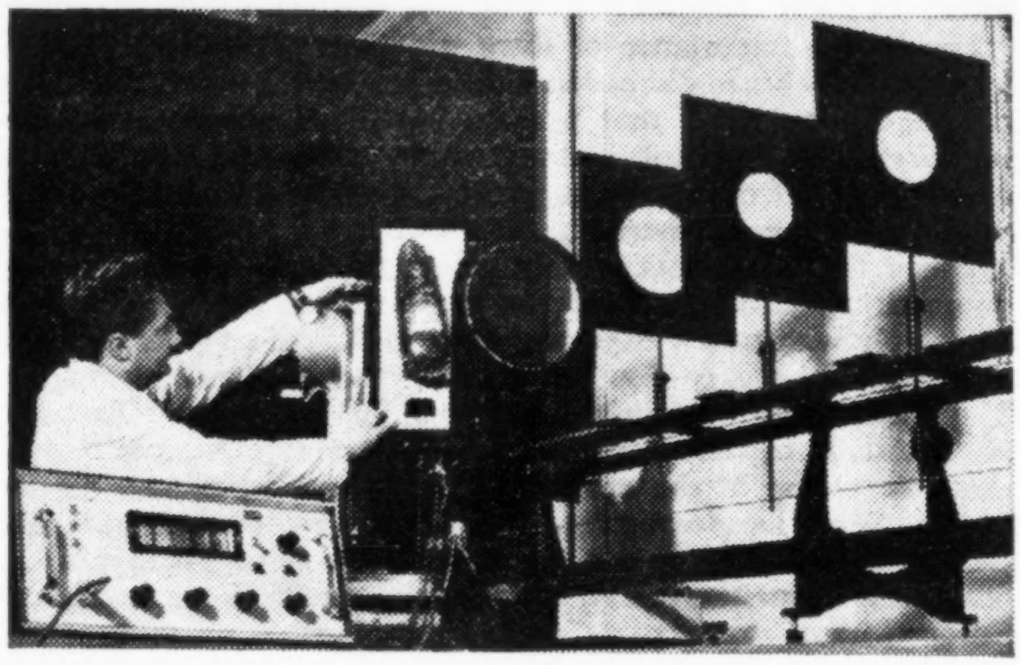
Considerable changes have taken place in BSI to meet the demands of United Kingdom industry, which is now more acutely aware of these trends than ever before, matching similar attitudes by industrialists across the world. Standards, and particularly those reflecting international agreements, have been accepted on a level beyond commercial enlightenment and advantage: they are now increasingly seen as an indispensable tool in the economic strength of a country and as a part of the process of freeing trade across frontiers.

It is sometimes difficult for sales directors and the like to understand where the British Standards Institution fits into the struggle for export prosperity, yet the answer is simple enough. From the point of view of production efficiency at home any means of achieving the maximum economy for a widely acceptable quality of product must heighten competitiveness abroad – and one of the direct routes to such economy is through standardization. Standardized components for the end product are easier to buy and generally cheaper; standards of performance for materials and components free designers from time-consuming chores at the drawing board. Standard methods of test do the same for development laboratories. Standard dimensions and tolerances are well-tried and practical time and money savers and the preferred standard ranges are usually compatible with new designs, so there is often little need for the laborious mathematics of 'original' work.

In short, standards are a means of simplification and conservation of highly paid skills – an efficient business man or technologist does not waste his time by solving the same problem twice. They are also a key to successful management in that they inevitably lead to simpler purchasing, simplified inspection, costing, stocking and accountancy.

International involvement

It stands to reason that the use of national standards prepared by BSI would be of little assistance to export-conscious companies if they were tightly indigenous. Practically every industrial country in the world has its own standards body and firmly established national standards which invariably influence the acceptance of imported goods. The benefits to exporters when these national requirements have a large identity with his own national standards cannot be stressed too often. My recent visit to South America is an example of the contacts which standards organizations maintain throughout the world. I was able to assess the technical realities there in a personal and direct way and was particularly impressed by the opportunity which the exhibition, BA 70, will offer those companies wishing to export to that area. Government, Industry and BSI regard international agreements on standards and related matters as so important that the Institution estimates that something approaching 60 per cent of its time and resources are devoted to their negotiation.



The vehicle lighting testing laboratory at BSI's Hemel Hempstead Centre. Recent agreements with AAMVA of America for approval in this country have helped to ease the path of British car exports to the United States. In this field, complete interchangeability between British and Continental lamps is likely to emerge from the recent publication, BS941, which reflects international agreement.

Not the least of the considerations in the international work has been concern over rationalizing quality and safety approvals methods. There is a strong move throughout the world towards unifying systems under which goods can be certified as being in accordance with the relevant quality or safety standards. There is no doubt that this development will become much more pronounced in the next few years, and harmonized systems for approvals is occupying much of our time at the moment, particularly at the European level – in CEN, CENEL and CECC – but also in the world fora of the International Organization for Standardization (ISO) and the International Electrotechnical Commission (IEC).

It would be quite impossible for me to deal in detail with BSI's very considerable role in the growing process of dismantling non-tariff barriers to trade, with its ultimate aim of freeing trade flows between countries from the obstruction of differing specifications and different nationalist product approval procedures; but I can indicate some of the highlights.

The United Kingdom has been a leading participant in the technical committees of ISO and IEC and there is hardly a committee on which the United Kingdom is not represented. In ISO alone, 400 meetings a year are held all over the world, dealing with such subjects as international containers, machine tools, aircraft materials and components, firefighting equipment, automobiles, petroleum products, pumps and valves, steel and a large number of mechanical engineering, chemical, agricultural, medical and laboratory products.

The results from both organizations appear in the form of Recommendations which are then largely adopted in the standards of more than 50 countries that belong to ISO and IEC. It is EFTA

(*Continued on next page*)

BSI, *continued*

policy, actively implemented by BSI, that all new standards and revisions reflect international decisions as far as possible and this is the way that industry – using the British Standards – can be sure of a basic common technical element for acceptance in overseas markets. In some areas of industrial production such, for example, as electric motors and plastics, the international ranges are practically universal and anxiety about meeting requirements almost entirely eliminated.

If one were to quote just one example in the engineering field to justify this international work, the publication in 1969 of BS 4500: ISO Limits and fits was not simply progress in dimensional standardization but an index to a complete system of concerted international practice in metric production.

European harmonization

For all the importance of these wide international agreements, much urgency lies in discussion in Europe, for it is within the EFTA and EEC framework that a main immediate economic demand for harmonized standards and procedures exists. And here there has been special activity in recent years marked by an intensity which reflects our economic need.

Under the agreements in both groups the tariff barriers are fast disappearing – leaving the differing standards and safety regulations, to comply with which exporters have to vary designs a very real obstacle to the easy flow of goods across national boundaries. There is an obligation in the EEC under the Treaty of Rome to remove these barriers when caused by legal requirements and an acute awareness of the problems in EFTA. Fortunately, the Six and the Seven have recognized that this is a common problem and the standards organizations set up the European Standards Co-ordinating Committee (CEN) to harmonize specifications throughout Europe with its counterpart CENEL, to deal with electrical products. One of the significant events in the progress of CEN has been the recent decision to establish a permanent secretariat in Paris, the first Secretary General of which is a former BSI divisional head, Dr. Patrick Young. The immediate aim is to produce European Standards in their own right to provide the reference which European legislation (in the form of EEC directives) can use as a technical basis for legislative harmonization.

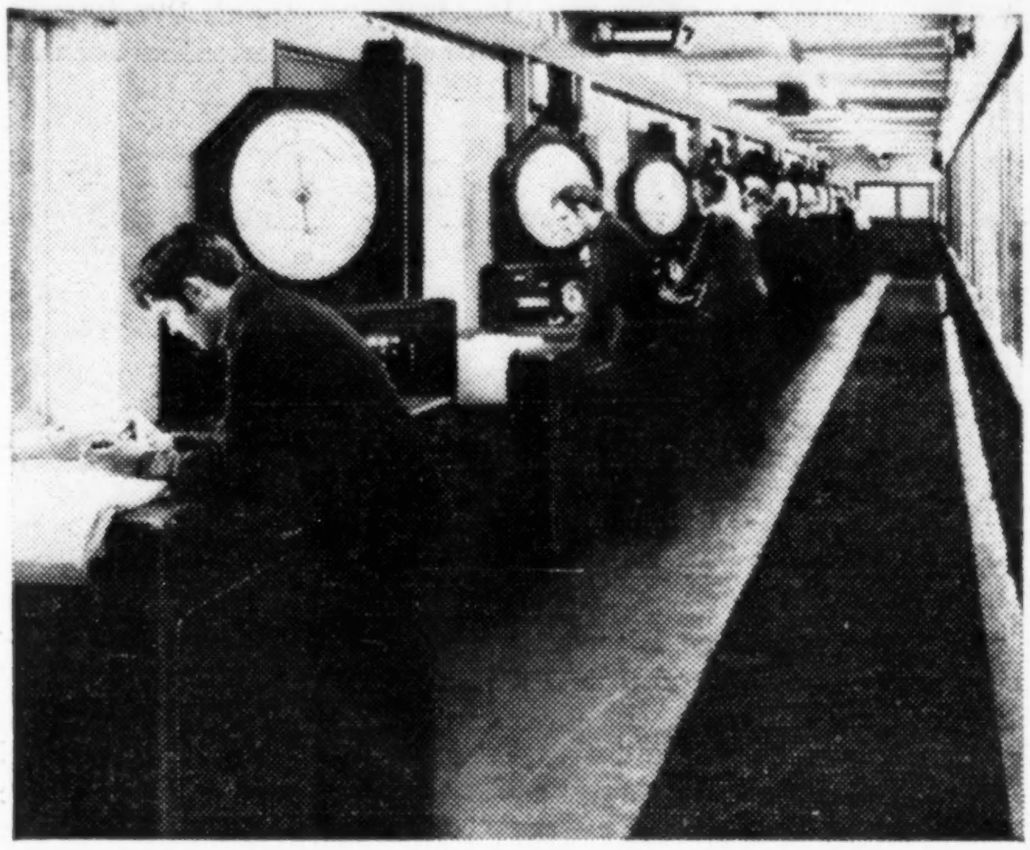
Equally important events have been happening in CENEL. In July, a scheme was announced for a harmonized system of specifications and quality control of electronic components for Western Europe. This is a considerable triumph in international co-operation and the first attempt to rationalize the existing situation in which a great variety of specification and systems of approval in the various nations dog the exporter.

European collaboration in this field and the subsequent decisions were greatly helped by the existence of the British scheme – based on the BS 9000 series – under which well over 100 manufacturers, stockists and test houses have sought approval. What the complex documentation for the BS 9000 scheme and the detailed rules for the CENEL system mean in simple terms are electronic components graded for fitness-for-purpose and certified as being up to the required standard. One notable feature is the flexibility which has been introduced which will make the scheme applicable whatever the technological advances brought in by individual manufacturers. This will apply equally for highly sophisticated defence equipment and the common radio transistor.

In the electrical appliances field, too, very considerable progress has been made by the International Commission on Rules for the Approval of Electrical Equipment (CEE). This involves a European scheme of mutual acceptance of test reports and is in wide operation. The importance for British exporters lies in the reciprocal arrangements for approving electrical goods destined for markets within the CEE countries which is the proposed next step.

Government and standards

There are numerous other bodies in Europe, each tackling specialized problems or concerned with the economic aspects of varying national specifications. There are the regional intergovernmental organizations, such as OECD, ECSC and ECE, and, among



Recording stations for Rolls-Royce diesel engine test beds. The company has been given the first certificate for two of its large diesels under the BSI approval scheme and estimates that it will be of considerable help in exporting.

manufacturers' organizations, mention should be made of ORGALIME, the organization for liaison between the European electrical and mechanical engineering industries – these are typical of specialized interests. All these efforts were given greater focus by the agreement to bring together Government representatives and standards delegates in a Tripartite Committee. A working pattern for a standards 'Big Three' – France, Germany and the United Kingdom – had already been established under the CEN to work on certain initial investigations and drafts, and thus eliminate the cumbersome process of all 13 countries meeting in committee from the very beginning of work on a new standard. Then recognition that trade barriers are formed not only by differing standards but by government regulations, particularly in safety requirements, led to the setting up of the Tripartite Committee for joint consultation of government and standards representatives from the same three countries. The principle is that, if agreement can be reached by the three major industrial countries of Western Europe, most of the spadework has been done for final acceptance by all the EEC and EFTA countries.

The number of these international bodies and the division between their own special interests is something confusing for technical as well as marketing and sales executives, particularly in their relationship to the global international organizations. A broader perspective clarifies the position: ISO and IEC, the two main international bodies have a full programme for harmonizing mechanical engineering, metallurgical, chemical, electrical and other specifications and are doing considerable work in the important field of terminologies. But their resources to cover discussion from one end of the world to the other cannot possibly cope with the desired pace in practically every sector of industry and commerce. Standardization in geographical areas can, however, be of such urgent consideration that some regional groups had to study their own specialized interests and priorities. Europe has an urgent interest in pressure vessels and industralized building systems, for example, but little in coffee bean agriculture. This does not conflict with ISO/IEC endeavours. Indeed, any scheme or specifications found to be a working proposition in, say, a highly industrialized area such as Western Europe quite obviously provides a substantial background for future discussions leading to world agreement.

The metric change

On reviewing what I wrote on 1965, that article seems, at least in one respect, strangely historical – my comments in anticipation of the industrial change to the metric system. At that time, preliminary drafting had taken place on the broad outlines of a programme for

the construction industry and for bringing about the inherent dimensional co-ordination in building. We had identified the priorities for metricating standards by which the change could be affected and sounding of engineering industries had been producing some guidelines. Now, half-way through the decade which has been taken for the substantial change throughout Britain's economy, the programmes for the construction industry, engineering, electrical, marine, and paper and board have been agreed and published, the 1,200 materials, tools and components standards fundamental to the change have been metricated, as have many others, and many sectors of industry are deeply involved in the changeover. Heavily engaged in publishing guiding publications and in discussions with industrial interests, Government departments and the Metrication Board, I can refer to only a few of the intense activities engendered in a few paragraphs.

The change provides an opportunity for long-needed rationality in manufacturing and user processes, but it is also part of the international technical simplification which can only lead to greater competitiveness in overseas markets. Simpler stocking, a rational and coherent system for design and development and, above all, a common international technical language of measurement – these will all have a bearing on price stability and ease of access to vital export customers.

All this has thrown a formidable burden on the resources of BSI. There are now 150 technical officers directly employed in co-ordinating and servicing the activities of some 22,000 committee members serving on a voluntary basis and drawn from industry, government departments, the professions, and associations and organizations particularly concerned with consumer problems or safety measures. Some 8,000 committee meetings a year are held – a figure which more than anything else stresses BSI's essential role in providing the machinery for harnessing the public will to introduce more efficiency, more safety or more quality.

To cope with the heavy demand for more standardization, BSI's commitments in metrication, its international work and various approval schemes, a continuous evolution in administration and processing of standards has taken place. A committee formed under the chairmanship of Sir Anthony Bowlby has laid down proposals for speeding up all processes involved in the preparation of standards. In 1969/70 BSI published over 600 new and revised standards and codes of practice, an increase of nearly 50 per cent over the past five years.

Testing and certification

The Hemel Hempstead Centre, occupying an important position as the only independent testing laboratory for many products, celebrated its tenth anniversary last year. Its growth reflected the world-wide increase in awareness of needs for testing and approval arrangements, particularly for products intended for export. Apart from its commitments to the testing of safety belts and crash helmets to British Standards to assess compliance with statutory requirements, there is an active schedule for the approval of electrical goods, including office machinery, and for the test requirements for Kitemark certification. An independent assurance of compliance with the relevant standard, the Kitemark scheme is an assurance for over £500 million worth of goods, the considerable majority of which are industrial – zinc alloy die castings, check valves, sealing compounds, polythene piping, transformers; the list is considerable. No less than 46 expert laboratories, in addition to Hemel Hempstead are used for Kitemark testing. Its value in terms of quality assurance in selling abroad are large and growing and this is equally valid in the consumer field.

But in this field there is always the aim of reaching reciprocal agreements with other countries to avoid the expense, the delays, the technical problems involved in seeking approval in the customer's country where special national requirements make this necessary. Hemel Hempstead retains the Agency for the Canadian Standards Association in respect of electrical goods, boilers and pressure vessels and other products for export to Canada. It tests automobile lighting equipment for Europe under the Ministry of Transport's E Scheme; and has recently reached agreement with the AAMVA of the United States to test motor vehicle components destined for America. It also is closely concerned with the arrangements now in hand for setting up Western European certification schemes, one of which is based on European standards, and quality assurance arrangements leading to a common mark of conformity.

The work of the Institution's test centre is not related only to statutory and overseas agreements: individual proving contracts, often connected with export orders, are part of its extensive services.

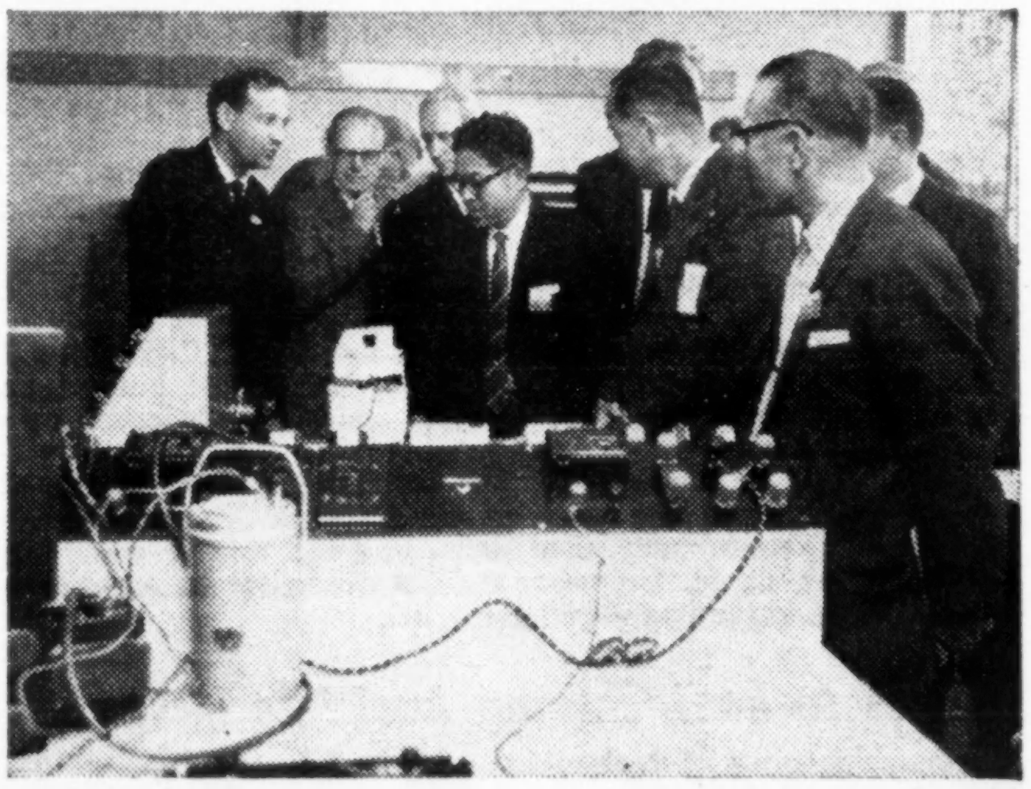
Technical Help to Exporters

I have left to the end reference to the new serviec – Technical Help to Exporters – which hae been introduced since I last wrote because it is an important development and deserves to remain in the mind of all executives concerned with overseas sales.

This service is designed to help all exporting companies with technical problems and consists of two main services: the publication of digests which identify the regulations, standards, and approvals and certification procedures governing the import of goods into 30 different countries, and the maintenance of a rapid advisory service which answers queries by telephone or letter. At the moment, some 85 digests have been prepared concerning domestic commercial and industrial electrical equipment, boilers and pressure vessels, gas equipment and other miscellaneous items, but the service is rapidly extending its scope. The inquiries service covers any technical matter related to any exported product.

Some 2,000 British manufacturers are registered with the scheme and THE engineers are dealing with 500 inquiries a month. Cable voltages in Yugoslavia? strength requirements for microwave towers in Iran? safety regulations governing pressure cookers in Sweden? welding equipment specifications in West Germany? – these indicate the wide variety for which information and solutions have been found.

I have confined this article to BSI's influence on the export economy: the story of its work in technical rationalization and production efficiency at home would occupy as much space. But there is at least an indication here of the growing recognition that standardization is an essential tool of our ability to earn money overseas. This recognition has led to a complexity of BSI activity in which it is quite impossible for any single industralist or committee member to be aware of the detail involved in all spheres. This is a matter of internal communication and it is accentuated when it comes to informing the companies and organizations who can most benefit by the result. Whatever steps we take in this direction – and they are many – the final answer lies in membership of BSI.



A few of the 1,000 delegates attending the International Electrotechnical Commission Assembly in London seen here at the CEGB laboratory at Leatherhead. They were here to discuss standardization affecting electrical safety throughout the world and the reduction of technical barriers to free trade.

Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
AUSTRALIA (Adelaide)	C. P. PRICE, Second Secretary (Commercial)	November/December	October 1969
AUSTRIA (Vienna)	D. J. NOBLE, Commercial Officer	November	March 1968
BRAZIL (Sao Paulo)	A. B. BALL, Consul (Commercial)	November/December	February 1969

British firms and organizations, including those in the areas covered by the Board of Trade officers for the Eastern Region and London (E., E.C., N. and W.C.) and the South Eastern Region and London (N.W., W., S.E., and S.W.), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Export Director stating the nature of the problem and commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page xviii of the *Board of Trade Journal* on August 19, 1970). Those firms and organizations other than in London based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU, who are in close touch with all overseas representatives can very well supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

British Commercial Representatives overseas

THE LIST of British Commercial Representatives Overseas, as published in the *Board of Trade Journal* of July 15, 1970, should be amended as follows:

BARBADOS – First Secretary (Commercial) – *delete* Mr. R. B. Crowson and substitute Mr. J. A. B. Stewart

CANADA – Edmonton – amend address to: British Trade Commission, British Government Office, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton 15.

Montreal – Deputy Senior Trade Commissioner – *delete* Mr. L. G. Heptinstall and substitute Mr. C. H. Imray.

FRANCE – Paris; against Counsellor (Commercial) *insert* Mr. P. H. Laurence, M.C.

IRAQ – *Delete* Mr. D. F. Hawley, C.M.G., M.B.E., and substitute Mr. R. K. Hamilton.

Insert additional telephone numbers – 91378 and 91443.

ITALY – Turin – *insert* telex number: 21464 a/b Britain Turin.

LIBERIA – First Secretary (Commercial) – *insert* Mr. R. G. Osborn.

LIBYA – Amend Benghazi postal address to – PO Box 1294, Benghazi, Libyan Arab Republic.

UNITED STATES – Philadelphia – In the address amend 'British Consulate-General' to read 'British Government Trade Office.'

Exporting to the Middle East

A TWO-DAY CONFERENCE, sponsored by the BNEC Committee for Middle East Trade and the Overseas Service College, is to be held at Farnham Castle on November 30, under the chairmanship of Sir Harold Beeley.

Discussions will centre on the consumer goods market, the financing of trade, the work of the Exports Credits Guarantee Department, consultancy, contracting and the role of commercial missions. Mr. C. M. LeQuesne, HM Ambassador to Algeria, will speak on the expanding Algerian market.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Dahomey and Togo and Norway have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, EC4M 7HU. (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade.

ABCC merchanting trends inquiry

THE 25TH Merchanting Trend Inquiry conducted by the Association of British Chambers of Commerce was published on August 19.

The report states that, as might be expected at a time when there was a national dock strike, a long queue of heavy wage demands, and exceptionally high unemployment, the survey results show a further decline in confidence about the general business situation compared with four months previously; about 40 per cent of respondents were less optimistic now, as against the corresponding figure of 30 per cent in April; and the ratio of optimists to pessimists declined from .72 to .59.

Exporting on television

TEN 25-MINUTE television programmes outlining the experiences of an exporting company will be shown on BBC 1 from October 11 (Sundays at 12.25) and on BBC 2 from January next year (Wednesdays at 7.05 p.m.).

In each programme there will be a dramatized case study which is closely related to cases in a book which accompanies the series. The case studies will be followed by short discussions.

All the dramatized case studies will be written around a company called Hardy Heating Co. Ltd. The aim of the programmes and of the accompanying book, will be to give people an opportunity to see the principles of exporting being put into practice and to portray the atmosphere in an exporting company and in the foreign markets to which it exports.

BNEC appoints chairman of BNEC Canada Group for Power

MR. R. A. S. GIMSON has been appointed chairman of the BNEC Canada Product Group for Power and Services, one of the committee's 12 product groups which together cover the bulk of British exports to Canada.

Mr. Gimson, aged 47, is director of marketing, English Electric Diesels Ltd., commercial director, Ruston Paxman Diesels Ltd., and a director of Ruston & Hornsby Ltd.

'The Power and Services Product Group of BNEC Canada will examine methods of increasing exports of heavy electrical equipment, switchgear, turbines, nuclear plant, etc.,' says Mr. Gimson. 'British sales to Canada of these products totalled $74 million last year (about one-tenth of total United Kingdom exports to Canada) and represented an increase of 19 per cent over 1968.'

The Queen's Award to Industry, 1971

THE CLOSING DATE for the receipt of applications for The Queen's Award to Industry, 1971, is October 31, 1970. The 1971 Awards will be the first made under the revised arrangements resulting from the review of the Scheme carried out earlier this year. Application forms and Notes for the Guidance of Applicants may be obtained from the Office of The Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000).

The Queen's Award Scheme was instituted by Royal Warrant in 1965. The arrangements, which were devised originally by a Committee chaired by HRH The Duke of Edinburgh, were reviewed earlier this year by a Committee under the chairmanship of the Rt. Hon. The Lord McFadzean. The McFadzean Committee's recommendations were accepted by the Government and the 1971 Awards will be the first made under the revised Scheme. The reports of both Committees are available from HMSO.

The purpose of the Scheme continues to be to recognize outstanding achievement in increasing exports from the United Kingdom or in advancing product or process technology in this country. There are, however, some important changes. The scope of the Award for export achievement has been extended to include invisible exporters and merchants for the first time. Changes have been made also in the criteria by which achievement is assessed.

The Award is made to 'industrial units' and not to individuals. Any organization in the United Kingdom, the Channel Islands or the Isle of Man producing goods or services is eligible to apply to the extent that it carries out activities which meet the Award criteria.

The Awards are announced each year on The Queen's actual birthday, April 21. They are held for five years with entitlement during that period to use the emblem of the Award in a variety of ways. Concerns already holding Awards may apply for and receive further Awards in respect of further outstanding achievement, during the currency of any Award.

The Awards are made by The Queen on the advice of the Prime Minister, who is assisted in making his recommendations by an Advisory Committee which includes representatives of industry and commerce, the trade unions and the engineering institutions.

Applications for Awards to be conferred in 1971 will not be accepted after the closing date of October 31, 1970.

Sir Peter Runge: tribute by the President of the Board of Trade

SIR PETER RUNGE, Chairman of the British National Export Council, died on August 19. On hearing of his death, Mr. Michael Noble, President of the Board of Trade, sent the following tribute to *The Times:* 'Sir Peter's death after a painful illness most gallantly borne is a great loss to the promotion of British exports. When he took on the Chairmanship of BNEC in 1968 he threw himself into the task with characteristic and infectious enthusiasm, and in spite of the ravages of his illness he was active on work for the Council right up to the end. Sir Peter said recently: "The Council has taken up a third of my time and half my energy". He was always ready to travel abroad as an ambassador for British exports and his journeys covered places as far apart as Argentina, Austria, Brazil, the Congo, Japan, Sweden and the United States.

'He was wise and skilful in his dealings with the large group of businessmen who give their services voluntarily to BNEC and he forged close and effective working links with the Board of Trade and the other Government Departments concerned with exports.

'We shall all of us miss his warm personality, his sense of humour and his practical wisdom. Our sympathy goes out especially to his wife who supported him to such advantage in so much of his work for export promotion.'

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Princess Margaret to attend hosiery and knitwear industry's first design conference

PRINCESS MARGARET, in her role as patron of the British Colour Council, is to be guest of honour at a dinner and working session of the hosiery and knitwear industry's first design conference 'Profit by Design in the 70's', which is to be held at Harrogate from October 20 to 22.

The conference is being organized by the Economic Development Committee for the hosiery and knitwear industry, and jointly sponsored by the EDC, the Knitting Industries Federation and the British Hosiery and Knitwear Export Group.

Decimal coin stockpile complete ahead of schedule

PRODUCTION OF THE stockpile of 3,400 million decimal 'coppers' needed by D Day, when Britain begins changing to decimal currency is virtually completed – several weeks ahead of schedule. This was announced by Lord Fiske, chairman of the Decimal Currency Board, in London (August 18, 1970) at a preview of the Board's new film 'Granny gets the point'.

Lord Fiske congratulated the new Royal Mint at Llantrisant, South Wales, for having produced the coins in such good time. It meant that on D Day, when the new 'coppers' (½p, 1p and 2p coins) first come into circulation, there would be approximately 60, worth 15s. per head of population – and this was not counting the 'silver' coins already familiar to everyone. There was therefore no need for anyone – and particularly businessmen – to fear that the smoothness or speed of the changeover might be endangered by a shortage of the new coins.

A 27-minute colour film has been made for general public audiences and is not intended for staff training or formal instruction in decimal currency. It puts over the basic facts of the new system in an entertaining way, and is expected to be in wide demand by local organizations.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 9.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
15.04	Herring oil	As in previous column	December 31, 1970	8230
	Marine oils (other than whale oil, cod liver oil, herring oil and sperm oil)	Other marine oils	December 31, 1970	8230
29.39	Delmadinone acetate	As in previous column	December 31, 1970	13486
	Fluclorolone acetonide	As in previous column	December 31, 1970	13490

Note amendment of definition

Interested parties will wish to know that the temporary exemption definition of Tri-(2,3-dibromopropyl) phosphate has been amended to Tri-(2,3-dibromopropyl) phosphate containing not more than 0.02 per cent by weight of 1, 2-dibromo-3-chloropropane, not more than 0.03 per cent by weight of 1, 2, 3-tribromopropane and not more than 0.15 per cent by weight of 2,3-dibromopropanol.

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE announce that they are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire at the beginning of January 1, 1971. These exemptions were granted by the Import Duties (Temporary Exemptions) Orders specified below:

Order	Statutory Instrument
No. 9	1969 No. 1751
No. 1	1970 No. 269
No. 2	1970 No. 463
No. 4	1970 No. 630
No. 5	1970 No. 694
No. 7	1970 No. 934

and any subsequent orders to be made in 1970.

A list of the goods temporarily exempt from import duty also appears on pages 460 to 487 of HM Customs and Excise Tariff. Copies of the Statutory Instruments or the Tariff can be obtained from HM Stationery Office or through any bookseller.

Apart from certain exceptions referred to below the Board propose to recommend that these temporary exemptions should be continued for a further period of 12 months, that is until the beginning of January 1, 1972, or such other shorter period as may be warranted. The Board will not recommend continuance, or continuance for the whole year, if:

(i) requests are received from United Kingdom manufacturers or from United Kingdom agents of Commonwealth producers seeking reimposition of the import duty because they will be in a position to meet a substantial proportion of the United Kingdom demand before January 1, 1972, or

(ii) the persons who applied for exemptions notify the Board that they do not wish the exemptions to be continued.

The Board of Trade give notice that they are undertaking a special review of those temporary exemptions on which the notional full rate of import duty is currently below 20 per cent *ad valorem*, which appear on the current exemptions list and which were exempted for the first time in 1965 or earlier. The chemical items concerned are set out in List A below and no extension of these exemptions beyond the end of this year will be contemplated unless users of the materials in question are able to demonstrate that the duty is currently burdensome on their costs of production and selling prices of the goods which incorporate the imported article. Users who require any of these exemptions to be continued are invited to supply the following cost data which should show the cost of producing a convenient unit of quantity of a representative range of the finished product, analysed in the undermentioned form:

(a) c.i.f. cost of the imported goods
(b) the duty thereon
(c) cost of other materials
(d) productive wages
(e) production expenses
(f) administrative expenses
(g) distribution and selling expenses——————————

Total——————————

(h) selling price.

All cost data will be treated as strictly confidential by the Board of Trade.

Notice is also given that the Board of Trade do not propose continuing beyond the end of this year the current exemptions relating to those chemical preparations falling within tariff headings 30.03, 38.11, 38.14 and 38.19 which are set out in List B below. This is in line with a decision taken in 1966 not to accept new applications for such preparations.

Representations should be made to the Tariff Division of the Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877,) not later than October 1, 1970. United Kingdom manufacturers or agents of Commonwealth producers are asked to state whether their names may be passed to the applicants for temporary exemption.

LIST A

Tariff Heading	Description of goods
28.13	Hydrogen bromide, anhydrous
28.20	Aluminium oxide, not being artificial corundum, being in the form of spheres and containing by weight not more than 0·06 per cent of acid soluble sulphates expressed as SO_3 and not more than 0·005 per cent of sodium expressed as Na, and all of which passes a sieve having a nominal width of aperture of 4·76 millimetres and not less than 99 per cent by weight of which is retained by a sieve having a nominal width of aperture of 1·00 millimetre
28.23	γ-Ferric oxide
28.30	Ferric chloride, analytical reagent quality
	Ferrous chloride, analytical reagent quality
28·32	Sodium perchlorate
28.38	Magnesium sulphate, anhydrous, containing not less than 0·05 per cent by weight and not more than 1·0 per cent by weight of potassium compounds calculated as K
28.47	Bismuth aluminate containing not less than 52 per cent by weight and not more than 55 per cent by weight of bismuth calculated as Bi on the dry anhydrous salt
	Calcium dichromate
	Sodium antimonate
28.48	*tri*Aluminium sodium tetradecahydrogen octaorthophosphate
28.58	Cyanogen bromide
	Lithamide
29.01	•*iso*Butylbenzene
	•*psuedo*Cumene
	•Cyclo-octa-1,3-diene
	•Cyclo-octa-1,5-diene
	•Cyclopentane
	•*p*-Cymene
	•Decahydronaphthalene
	•*n*-Decane
	•*n*-Dec-1-ene
	•3,3′-Dimethylbiphenyl
	•1,2′-Dimethylcyclohexane
	•1,6′-Dimethylnaphthalene
	•*n*-Dodecane
	•*n*-Dodec-1-ene
	•*n*-Dodecylbenzene
	•*n*-Hept-1-ene
	•*n*-Hept-2-ene
	•*n*-Hept-3-ene
	•*n*-Hept-1-yne
	•*n*-Hexadecane
	•*n*-Hexaden-1-ene
	•Humulene
	•Indane
	•Isoprene
	•Mesitylene
	•2-Methylbut-2-ene
	•1-Methylcycloheptene
	•Methycyclohexane
	•4-Methylcyclohexene
	•Methylcyclopentane
	•1-Methylcyclopentene
	•1-Methylnaphthalene
	•2-Methylpent-1-ene
	•4-Methylpent-1-ene
	•*cis*-4-Methylpent-2-ene
	•M-ethylstyrene, mixed isomers
	•Myrcene
29.01	•Nona-1, 8-diyne
	•*n*-Octadec-1-ene
	•*n*-Oct-1-ene
	•*n*-Oct-2-ene
	•*n*-1-yne
	•*n*-Penta-1, 3-diene
	•*n*-Pent-1-ene
	•Phellandrene
	•Phenylacetylene
	•β-Santalene
	•Squalane
	•Squalene
	•*n*-Tetradecane
	•*n*-Tetradec-1ene
	•1, 2, 3, 4-Tetrahydronaphthalene
	•*n*-Tridecane
	•2, 2, 4-Trimethylpentane
	•*o*-Xylene
	•*m*-Xylene
29.12	(+)-Camphor
29.14	Acrylic acid
29.23	Glycine
29.36	Acetohexamide
	4-Acetylbenzenesulphonamide
	*N*¹t-Acetylsulphamethoxypyridazine
	4-Amino-*N*-ethyl-*N*-(2-methanesulphonamidotethyl)-*m*-toluidine sesquisulphate(–NH_2 at 1)
	Benzthiazide
	3-Chloro-6-sulphanilamidopyridazine
	Chlorpropamide
	Clopamide
	Cyclopenthiazide
	Cyclothiazide
	Dichlorphenamide
	2-Dimethylsulphamoylphenothiazine
	Epithiazide
	Ethiazide
	Ethyl 4-acetylbenzenesulphonylcarbamate

•These goods remain liable to hydrocarbon oil duty

Tariff Heading	Description of goods
	N′-Ethyl-*p*-toluidine-3-sulphonanilide (–NH_2 at 1)
	Methyclothiazide
	3-Methyl-1-phenyl-5-sulphanilamidopyrazole
	Polythiazide
	Probenecid
	Quinethazone
	Sulphadimethoxine
	Sulphadimidine esylate, sodium derivative
	Sulphamerazine
	Sulphamethoxazole
	Sulphamethoxypyridazine
	Sulphormethoxine
	Teclothiazide potassium
	Thioproperazine dimesylate
	Tolazamide
29.40	Urokinase
29.43	Sucrose benzoate having a benzoyl content of not less than 80 per cent by weight calculated as benzoic acid
29.44	Amphotericin B
	Bacitracin methylenedisalicylate
	Calcium amphomycin
	Capreomycin disulphate
	Chloramphenicol 3-cinnamate
	Chloramphenicol sodium succinate
	Clomocycline, sodium salt
	Colistin sulphate
	Colistin sulphomethate sodium
	Cycloserine
	Diethanolammonium fusidate
	3-[2-(3,5-Dimethyl-2-oxocyclohexyl)-2-hydroxyethyl]glutarimide
	Erythomycin ethyl succinate
	Erythromycin glucoheptonate
29.44	Framycetin sulphate
	Fumagillin
	Fusafungin
	Gramicidin
	Hygromycin B
	Kanamycin sulphates
	Kojic acid
	Lincomycin hydrochloride
	Lymecycline
	Methacycline
	Methacycline hydrochloride
	Nystatin
	Oleandomycin *mono*phosphate
	Paromomycin
	Paromomycin sulphates
	Rolitetracycline nitrate
	Sodium fusidate
	Spiramycin
	Thiostrepton
	Triacetyloleandomycin
	Tyrothricin
	Vancomycin hydrochloride
	Viomycin pantothenate sulphate
	Viomycin sulphate
	Xanthocillin
32.07	Dispersions of carbon black in artificial plastics, containing not less than 6 per cent by weight of carbon black, not less than 40 per cent by weight of cellulose acetate butyrate and not less than 35 per cent by weight of acrylic resin
	Preparations consisting of titanium dioxide dispersed in nylon 6, containing not less than 18 per cent by weight and not more than 22 per cent by weight of titanium dioxide
35.04	Protein substances of which, when 20 grammes are shaken for 2 hours at 20° centigrade with ethanol of a strength of 50 per cent by volume, not more than 0·2 millilitre remains undissolved
38.03	Activated carbon, not being of animal origin, which, in the form in which it is imported, on subjection to extraction with acetic acid of a strength of 30 per cent by weight at 50° centigrade for 30 minutes, yields (a) a total of extractable solids which, when dried at 105° centigrade, does not exceed 0·2 per cent by weight of the material and (b) extractable phosphate, which, expressed in terms of phosphorus pentoxide, does not exceed 50 parts per million by weight of the material
38.19	Amines, mixed primary aromatic, containing not less than 4·5 per cent by weight and not more than 5·5 per cent by weight of nitrogen calculated as N
	Mixed alkenylsuccinic anhydrides having a saponification value of not less than 505
	Mixed alkyl selenides containing not less than 14 per cent by weight and not more than 21 per cent by weight of combined selenium
	Mixed alkyl-substituted benzenesulphonic acids having an acid value not greater than 125
	Poly-(3, 4-diacetyl-5-thiothien-2-yl) which on ignition yields not more than 10 per cent by weight of ash
	Polyglyoxal
	Prepared catalysts consisting of phosphoric acids and siliceous earth and containing not less than 55 per cent by weight and not more than 70 per cent by weight of phosphates calculated as P_2O_5
	Prepared catalysts, in the form of spheres, containing silver or silver oxide dispersed in, or deposited on, aluminium oxide or silica or other compound of silicon, and which contain not less than 7 per cent by weight and not more than 25 per cent by weight of total silver calculated as Ag
	Prepared catalysts which in the dry state contain not less than 5 per cent by weight of nickel compounds calculated as Ni and not less than 50 per cent by weight of phosphate calculated as PO_4
39.01	Nylon 6 in the form covered by Note 3 (b) of Chapter 39, containing not more than 2 per cent by weight of titanium dioxide and not more than 2·5 per cent by weight of carbon black, but not otherwise compounded
	Phenoxy resins, not plasticized or otherwise compounded, being thermoplastic polyaddition products of 2, 2-di-(4-hydroxyphenyl)propane and 1-chloro-2, 3-epoxypropane and having an epoxide content of less than 0·8 per cent by weight calculated as ethylene oxide
	Poly-[2, 2-di-(4-hydroxyphenyl)propane carbonate] moulding compounds, containing glass fibres which amount to not less than 25 per cent by weight of the product and not more than 45 per cent by weight of the product
	Poly-[2, 2-di-(4-hydroxyphenyl)propane carbonate], uncompounded, or compounded with other materials which do not exceed 3 per cent by weight of the product
	Polynoxylin
	Resins, being products of the condensation of adipic acid with a mixture of propane-1, 2-diol and ethanediol of which the ethanediol content is not less than 50 per cent by weight and having:
	(a) An acetyl value not less than 34 and not more than 38,
	(b) an acid value not more than 1,
	(c) a colour not deeper than 50 Hazen units, and
	(d) a viscosity at 40° centigrade of not less than 70 seconds and not more than 125 seconds, for a free fall of 20 centimetres of a steel sphere $\frac{1}{8}$ inch in diameter, in a tube of internal diameter 3·5 centimetres, when determined by the method of British Standard 188: 1957, part 3 as amended up to and including September 1964
39.03	Cellulose acetate butyrate compounded with other materials which do not exceed 25 per cent by weight of the product, in the forms covered by Note 3 (b) of Chapter 39
	Cellulose acetate butyrate, not plasticized or otherwise compounded
	Cellulose acetate propionate, not plasticized or otherwise compounded
	Cellulose propionate, not plasticized or otherwise compounded

LIST B

Tariff Heading	Description of goods
30.03	Digitalin, being a mixture of digitalis glycosides standardized with the addition of lactose or other diluent
	Preparations consisting of not less than 3·4 per cent by weight of 3-cyclopentyloxy-17α-hydroxypregna-3,5-diene-20-one acetate dissolved in fixed vegetable oil
	Preparations consisting of not less than 10 per cent by weight of methenolone *n*-heptanoate dissolved in fixed vegetable oil
	Preparations consisting of not less than 0·14 per cent by weight of quinestradol dissolved in fixed vegetable oil
	Preparations containing either (a) not less than 0·8 per cent by weight of thiotepa and not less than 95 per cent by weight of polyethylene glycol ethers or (b) not less than 9·5 per cent by weight of thiotepa
	Preparations containing leucovorin calcium equivalent to not less than 2·7 grammes and not more than 3·6 grammes of leucovorin per litre
	Preparations containing not less than 18 per cent by weight and not more than 58 per cent by weight of frusemide
	Preparations containing not less than 18 per cent by weight of 2-(4-chloroanilino)-5-(4-chlorophenyl)-3, 5-dihydro-3-*iso*propyliminophenazine
	Preparations containing not less than 15 per cent by weight of *O*-(3-chloro-4-methylcoumarin-7-yl) *OO*-diethyl phosphorothioate
	Preparations containing not less than 2·5 per cent by weight of colistin sulphate
	Preparations containing not less than 50 per cent by weight of fluanisone calculated on the dry material
	Preoarations containing not less than 0·45 per cent by weight of fusafungin and not less than 99 per cent by weight of squalane
	Preparations containing not less than 0·18 per cent by weight of fusafungin and not less than 80 per cent by weight of volatile propellents
	Preparations containing not less than 95 per cent by weight of lactose and not less than 0·3 per cent by weight of uramustine
	Preparations containing not less than 1·2 per cent by weight of methylprednisolone
	Preparations containing not less than 1 per cent by weight of orciprenaline sulphate and not less than 96 per cent by weight of propellent gases liquefied under pressure
	Preparations containing not less than 0·13 per cent by weight of tramazoline hydrochloride, not less than 0·02 per cent by weight of dexamethasone 21-*iso*nicotinate, and not less than 96 per cent by weight of volatile propellents
	Preparations containing sodium salts of methotrexate equivalent to not less than 20 per cent by weight and not more than 60 per cent by weight of methotrexate
	Preparations, in the form of capsules, the contents of which include not less than 70 per cent by weight of acetazolamide
	Preparations, in the form of cream, containing not less than 70 per cent by weight of water and not less than 0·8 per cent of chlordantoin
	Preparations, in the form of suppositories, containing not less than 0·25 per cent by weight of bisacodyl
	Preparations, in the form of tablets, containing aminopterin sodium equivalent to not less than 0·35 per cent by weight and not more than 0·45 per cent by weight of aminopterin
	Preparations, in the form of tablets, containing not less than 1·8 per cent by weight and not more than 2·3 per cent by weight of methotrexate
	Preparations, in the form of tablets, containing not less than 4 per cent by weight of orciprenaline sulphate
38.11	Preparations, containing not less than 0·2 per cent by weight of 2-[α-(4-chlorophenyl) phenylacetyl]indane-1, 3-dione and not less than 95 per cent by weight of hydrocarbon oil
	Preparations containing not less than 7 per cent by weight of 2, 6-dichlorothiobenzamide and not more than 15 per cent by weight of materials soluble in diethyl ether
	Preparations, in powder form, containing not less than 17 per cent by weight of triphenyltin hydroxide
	Preparations, liquid, containing not less than 35 per cent by weight of 4-chlorophenylthiomethyl *OO*-diethyl phosphorodithioate
	Preparations, liquid, containing not less than 40 per cent by weight of *OO*-diethyl *O*-pyrazin-2-yl phosphorothioate
	Preparations, liquid, containing not less than 65 per cent by weight of *S*-ethyl di-*n*-propylthiocarbamate
	Preparations, liquid, containing not less than 65 per cent by weight of S-*n*-propyl *n*-butyl-ethylthiocarbamate
	Preparations, solid, containing not less than 45 per cent by weight of *OO*-dimethyl phthalimido-methyl phosphorodithioate
	Preparations, solid, containiog not less than 90 per cent by weight of sodium ethylenebisdithiocarbamate
	Prepared cereal baits containing not less than 0·4 per cent by weight and not more than 1 per cent by weight of 5-(α-hydroxy-α-2-pyridylbenzyl)-7-(α-2-pyridylbenzylidene)bicyclo [2, 2, 1]hept-5-ene-2, 3-dicarboxyimide
38.14	Prepared oil additives, consisting of hydrocarbon oil and organic compounds of antimony, and containing not less than 6 per cent by weight and not more than 13 per cent by weight of antimony calculated as Sb
	Prepared oil additives containing not less than 5 per cent by weight of calcium calculated as Ca when determined by titration with a solution of perchloric acid in acetic acid, and not more than 5·5 per cent by weight of calcium calculated as Ca when determined by the Institute of Petroleum method No. 111/49T
	Prepared oil additives, having a viscosity at 99° centigrade of not less than 20 centistokes, containing not less than 2·5 per cent by weight and not more than 4·5 per cent by weight of zinc calculated as Zn, and containing not less than 2 per cent by weight of phosphorus calculated as P

(*Continued on next page*)

G
GENTRANSCO ?
BY
TIR
ALL
MEANS !
ISO
TIR
THE BIGGEST RANGE OF GROUPAGE SERVICES TO EUROPE—FROM EUROPE
THROUGH
GENTRANSCO No. 5
LONDON INTERNATIONAL FREIGHT TERMINAL
REGULAR, ECONOMICAL, SAFE . . . . but why not come and see for yourself? A visit can be arranged with our commercial department.
GENTRANSCO SERVICES LTD.
P.O. BOX 166, CENTRAL HOUSE,
STRATFORD, LONDON, E.15.
Telephone: 01-534 6655 Telex: 897153/4
Also at: ATHERSTONE, BRADFORD, BRISTOL, HULL, LIVERPOOL, MANCHESTER, MANCHESTER AIRPORT, LONDON AIRPORT
(WE ALSO OPERATE DIRECT GROUPAGE SERVICES BETWEEN MANCHESTER AND EUROPE)

ANNUAL REVIEW OF TEMPORARY EXEMPTIONS FROM IMPORT DUTY—LIST B. *continued*

Tariff Heading	Description of goods
38.19	Preparations consisting of acrylamide with not less than 2 per cent by weight and not more than 12 per cent by weight of diacrylamidomethane Preparations consisting of calcium tetrahydrogen diorthophosphate and aluminium compounds, and containing not less than 1·5 per cent by weight and not more than 2·5 per cent by weight of aluminium calculated as Al_2O_3 Preparations consisting of 1-chloro-1, 1-di-fluoroethane and 1,1-difluoroethane, and containing not less than 40 per cent by weight and not more than 50 per cent by weight of 1,1-difluroethane Preparations consisting of clay and not less than 30 per cent by weight and not more than 40 per cent by weight of N-methyl-N,4-dinitrosoaniline Preparations containing not less than 85 per cent by weight of aluminium compounds calculated as Al_2O_3, and not less than 10 per cent by weight of molybdenum compounds calculated as M_1O_3, and of which not more than 10 per cent by weight is retained by a sieve having a nominal width of aperture of 1·2 millimetres Preparations containing not less than 55 per cent by weight of melamine compounds calculated as melamine and not less than 12 per cent by weight of peroxide calculated as hydrogen peroxide Preparations, gaseous, containing not less than 0·002 per cent by volume and not more than 1·5 per cent by volume of antimony compounds calculated as stibine, and having a value not less than £15 per cubic metre at standard temperature and pressure Preparations, gaseous, containing not less than 0·002 per cent by volume and not more than 1·5 per cent by volume of arsenic compounds calculated as arsine, and having a value not less than £15 per cubic metre at standard temperature and pressure. Preparations, gaseous, containing not less than 0·002 per cent by volume and not more than 1·5 per cent by volume of boron compounds calculated as diborane, and having a value not less than £15 per cubic metre at standard temperature and pressure Preparations, gaseous, containing not less than 0·002 per cent by volume and not more than 1·5 per cent by volume of phosphorus compounds calculated as phosphine, and having a value not less than £15 per cubic metre at standard temperature and pressure Preparations, gaseous, containing not less than 0·002 per cent by volume and not more than 1·5 per cent by volume of selenium compounds calculated as hydrogen selenide, and having a value not less than £15 per cubicmetre at standard temperature and pressure Preparations, gaseous, containing not less than 0·5 per cent by volume and not more than 6 per cent by volume of silicon compounds calculated as silane, and having a value not less than £40 per cubic metre at standard temperature and pressure

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	July 22, 1970	
1,065,042	C. W. Berthiez	Improvements in moving consoles for controlling machine tools
1,078,975	Orsymonde S.A.	Improvements in or relating to N-substituted piperazino-alkoxy-acetophenove derivatives
1,080,618	Standard Telephlnes & Cables Ltd.	Hybrid semi-conductor circuits
1,088,896	Standard Telephones & Cables Ltd.	Selective cutting of a body by air abrasion
1,099,896	Standard Telephones & Cables Ltd.	Encoder for sampled analogue signals
1,178,666	Societe des Forges et Ateliers du Creusot	Helical chute
	July 28, 1970	
981,504	Glaverbel	Processes and apparatus for manufacturing a fire-polished strip
1,012,340	Glaverbel	Production of a fire-polished glass strip
1,042,377	Glaverbel	Manufacture of a glass strip
1,048,545	August Hermann Wowries	A capodastrum
1,056,813	Dorcon Incorporated	Floating roof seal
1,065,978	Commissariat a L'Energie Atomique	Improvements in thermoelectronic energy convertors for nuclear reactors
1,102,549	Commissariat a L'Energie Atomique	Thermoelectronic energy convertors for nuclear reactors
1,110,338	Standard Telephone & Cables Ltd.	Epitaxial bulk semiconductor oscillator
1,115,249	Standard Telephone & Cables Ltd.	Semiconductor devices
1,159,700	Regie Nationale des Usines Renault	Improvements in radial sealing strips between the piston and stator internal-combustion engines
1,161,062	Ed Geistlich Sohne AG Fur Chemische Industrie	Active sulphonamides
1,176,503	Secim	Conveying apparatus
1,177,237	Societe Industrielle Delattre-Levivier S.I.D.L.	A facility for controlling the spacing between strings of driverless vehicles
1,181,869	Societe des Forges et Ateliers du Crensot	Cable clamp for hoisting installations
	August 3, 1970	
970,849	United States Atomic Energy Commission	Plutonium oxide spheres and method of making
1,056,908	Eisai Kabushiki Kaisha	1-(substituted phenyl)-3, 6-endomethylene-Δ^4-tetrahydrophthalimide derivatives

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement or Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patent Office.

Aviation and Shipping

President on benefits of second force airline

MR. MICHAEL NOBLE, President of the Board of Trade, met TUC General Council representatives on August 19, led by Sir Frederick Hayday and Mr. Victor Feather, together with representatives of the staff side of the Civil Aviation National Joint Council, following the Government's statement of August 3 about the formation of a second force airline. The trade union representatives expressed their strong opposition to the proposed transfer to the new airline of some routes at present served by BOAC and BEA.

The President said the Government believed it was in the public interest that the second force airline should be established. This would safeguard the benefits which the travelling public already enjoys where there are competing services, for example on the domestic trunk routes, and would extend these benefits to new routes, for example between London and New York. The licensing of a second British scheduled airline might also be expected to increase the United Kingdom's share of the market, with a consequential gain to the balance of payments. The industry as a whole would be strengthened and this would also benefit those who worked in it.

If these benefits were to be achieved, however, it would be necessary to undertake a modest transfer of routes to the new airline, as the Edwards Committee had recommended. The previous Government had opposed any significant transfer of routes, without specifying a figure. What was essential from everybody's point of view, including the employees, was that any second force airline should be a viable operation. The proposed once and for all transfer was modest and essential if the second force was to start off on a sound basis.

The President deplored the exaggerated reaction in some quarters to the Government's announcement. The proposed transfers would not significantly affect the continuing growth and prosperity of the Air Corporations. He saw no reason to believe there would be many, if indeed any, redundancies as a result of the transfers although some United Kingdom personnel serving overseas might need to be redeployed. The trade unions might need to negotiate with BOAC and BEA about practical arrangements but he foresaw no occasion for industrial action.

At the same time the creation of a strong second force airline should permit a substantial improvement in the terms and conditions of employment of those who work for BUA and Caledonian and give them greater security. If as a result of route transfers the taxpayer had to accept a slight and temporary reduction in the return on the public investment in the Air Corporations, this was a very reasonable price to pay for the benefits of having a strong second force airline.

The President recognized that there was a difference of view between the Government and those who felt that the whole of British civil aviation should be nationalized. The right place for this difference to be argued out was in Parliament, and there would be ample opportunty when the necessary orders were laid.

BOAC annual report shows high operating surplus

'A SUBSTANTIAL operating surplus' is reported in the annual report of the British Overseas Airways Corporation, published on August 20 (House of Commons Paper 45, 10s.). The operating surplus of £31.1 million – at a time when the airline industry has become much less profitable – is the highest ever achieved and comes after a persistent run of surpluses over the previous five years.

The report continues:

'However, the incidence of other incomes and charges (and particularly of taxation) has had the effect of reducing the operating surpluses in most years resulting in group profits attributable to BOAC of £8.9 million, £8.1 million, £23.9 million, £22.5 million, £21.7 million and in this year £19.3 million. We can nevertheless point to a sound six-year record of profits after tax with striking results in the last four of these years.

'Some may be tempted to give all the credit for this profit record to the fact that BOAC's financial structure was reshaped by the Air Corporations Act, 1966, which wrote off £79.9 million of losses and created a reconstruction reserve of £30.1 million as of April 1, 1965. This reconstruction was necessary and has played an important part in setting BOAC's feet on the road to success.

'Having said that, however, it can now be recorded that had no capital reconstruction taken place BOAC's profits during the subsequent five years would have been sufficient both to pay appropriate interest on all capital provided by HM Government and to eliminate by March 31, 1970 the loss of £79.9 million that had accumulated at March 31, 1965.

'This is a matter of keen pleasure to all in BOAC.'

London Airport rail link

THE DETAILED STUDIES of the Heathrow Link Steering Group which has been assessing alternative rail links between Central London and Heathrow were published on August 20.

The report (Rail Links with Heathrow Airport – Part II – Details of the Study, HM Stationery Office, price 6s. 6d.) gives a detailed account of the Study Group's calculations supporting their conclusion that the best rail link between Central London and Heathrow Airport would be an extension of the Piccadilly Line from Hounslow West to the Airport. Part I of the report– Summary and Conclusions – was published in May 1970.

The Group which carried out the Study was set up jointly by the then President of the Board of Trade and the Minister of Transport last autumn under the chairmanship of a Ministry of Transport Official. It included representatives from Board of Trade, Ministry of Transport, British Airport Authority, British European Airways, British Overseas Airways, British Rail, Greater London Council, Westminster City Council, London Transport.

The interests involved were invited to comment on Part I of the report and the views received are now being considered.

Fishing boat medical scales

A SCALE of medicines and medical stores which are recommended for carriage in fishing vessels of under 50 feet registered length and those employed on voyages of under 48 hours duration has been issued by the Board of Trade. This includes iodine, antiseptic cream, aspirin, forceps, bandages and dressings.

The notice (No. M.586) setting out the scale can be obtained free of charge from any Board of Trade or Customs and Excise Mercantile Marine Office.

Scales of medicine to be carried in larger fishing boats were issued by the Board of Trade in August 1969.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Barbados and the Windwards

with the eight modern cargo ships of the Geest Atlantic Fleet. A fast efficient freight service linking Barbados, Dominica, St. Vincent, Grenada and St. Lucia. Sailings every week of the year from Barry and Preston.

Fast freight service

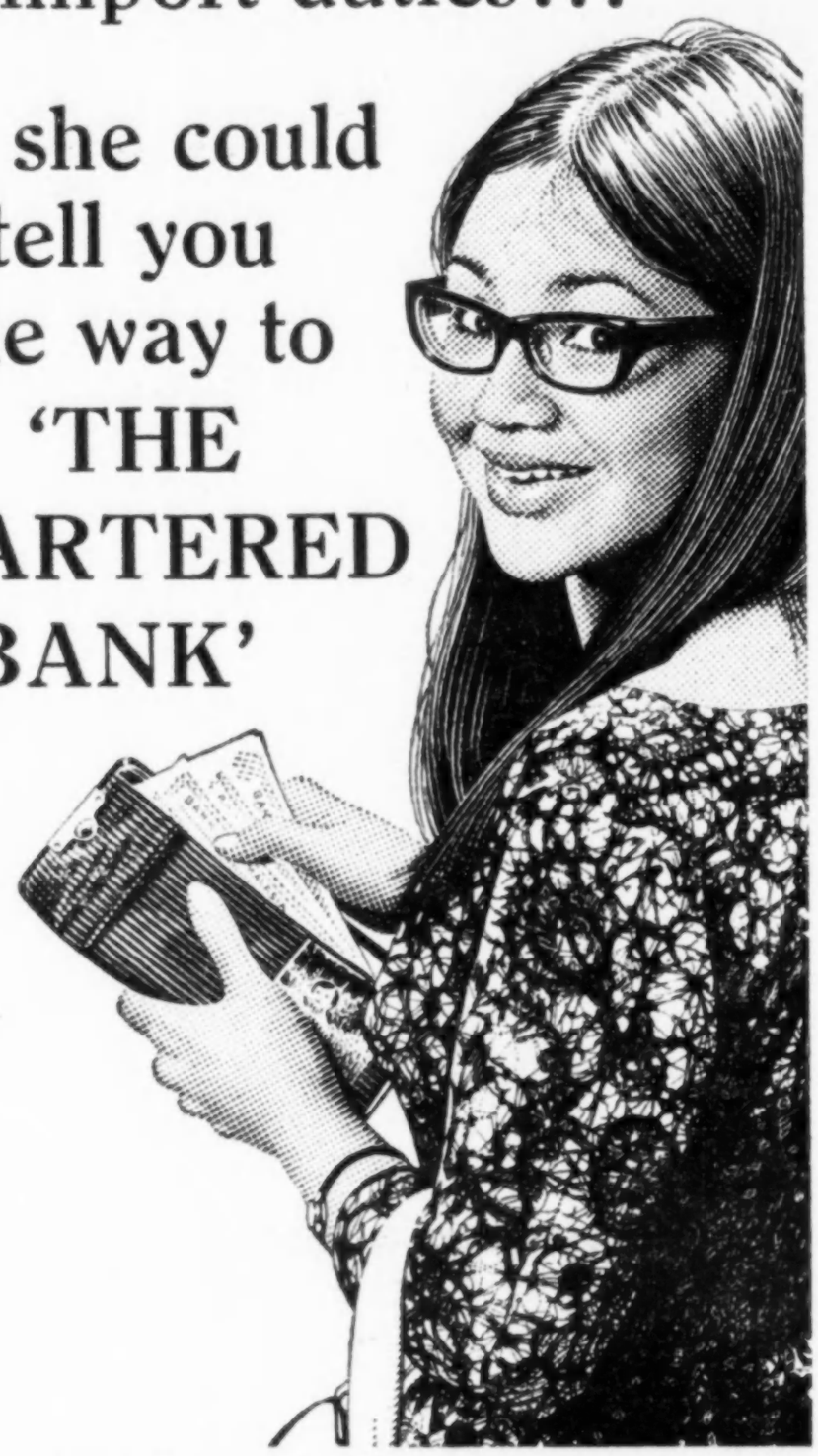
GEEST LINE

Spalding, Lincolnshire PE11 2AL
Tel: Spalding 3901 · Telex:32235

Port Offices: **No. 2 Dock**, Barry, Glamorgan. Tel: 044 62 4121. Telex 49428. **Albert Edward Dock**, Preston, Lancs. Tel: 0772 29261. Telex 67642. **Hornby Dock**, Bootle 20, Liverpool, Lancs. Tel: 051 922 6383. Telex 627263.
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: **Killick, Martin & Company Ltd.**, Dunster House, 20, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. **Killick, Martin (Southampton) Ltd.**, Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. **Killick, Martin (Birmingham) Ltd.**, St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. **R. M. Beveridge & Co. Ltd.**, 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

Noraini may not know much about import duties...

But she could tell you the way to 'THE CHARTERED BANK'



The Chartered Bank is as much a part of the Malaysian scene as the tappers in the rubber plantations which fringe the highways or the street stalls selling meals on a skewer. We have thirty-four offices there—five in Kuala Lumpur alone.

The Chartered Bank, with its subsidiaries and associates, forms the largest British banking group in the East, where it has operated for more than a century. Each office is a local bank, whether in the Middle East or Asia, or in Europe or America. Each too is an international bank, keeping its expert knowledge readily available to the other members of the group. As a result here in the United Kingdom we can offer an unrivalled information service covering export and investment opportunities abroad.

We have an efficient Trade Promotion Department specialising in services to the exporter. If these services interest you please contact any of our branches in London, Manchester or Liverpool.

The Chartered Bank

(Incorporated in England by Royal Charter 1853)

Head Office: 38 Bishopsgate, London, E.C.2.

A member of Standard and Chartered Banking Group Limited

New Books

Mergers in Modern Business, by Nicholas A. H. Stacey. 2nd edition. (185 pages. Hutchinson. £2 2s. (£2.10) ISBN O 09 103010 2.) During the four years since publication of the first edition of Mr. Stacey's book much has happened that influences and affects merger developments. For this second edition a substantial part of the original text has been rewritten, and seven new chapters have been added. The book is divided into four parts. The longest is the first, 'Recipe for mergers', which examines the industrial scene and conditions that lead to mergers, and the structure of mergers, and provides advice on how to merge. New chapters on who should merge, the relative merits of merging or 'going public', and company valuation and pricing are included. Part two, 'Recipe for Government', gives an account of the Government's attitude to mergers during the post-war period, referring particularly to the Monopolies and Mergers Act 1965 and the Industrial Reorganisation Corporation. Brief new chapters discuss the City Takeover Panel, the number of government agencies involved in regulating mergers (eight are identified), and mergers and the balance of payments. Part three, 'Attitudes abroad', examines the progress of mergers in Europe and America, including American acquisitions in Europe. Finally, in part four, 'Recipe for industry', the question of who buys companies (a new chapter), how growth opportunities can be recognized, and planning for success, are amongst the topics considered. The shortage of serious literature about mergers and acquisitions, and the need for more research, is stressed. Some of the existing literature is listed in the bibliography appended to this book. Further items will be discovered in the Board of Trade biblography, *Competition, Monopoly and Restrictive Practices* (HMSO, 1970. £1 18s.). One important item which Mr. Stacey does not mention is *Mergers: a Guide to Board of Trade Practice* (HMSO, 1969. 7s. 6d.), the existence of which goes some way towards meeting his criticism (page 113) of the lack of official publications about mergers. Management in commerce and industry should find in Mr. Stacey's book much to interest them, particularly concerning the economic and industrial implications of mergers.

Traders and Diplomats, by Ernest H. Preeg. (320 pages. The Brookings Institution; distributed in the United Kingdom by Allen & Unwin. £3 4s. (£3.20) SBN 8157 7176 2.) The 'Kennedy Round' of multilateral trade negotiations, held under the auspices of the General Agreement on Tariffs and Trade, constituted the most far-reaching world-wide trade negotiations ever conducted. Lasting over four years, from the ministerial agreement of May 1963 on the objectives of the negotiations to the signing of the final agreement on June 30, 1967, and resulting in tariff cuts on industrial products averaging well over 30 per cent on trade between nearly 50 countries as well as achieving significant reductions in agricultural tariffs, the Kennedy Round clearly presented itself as a subject for an extended study. This has now been supplied by Mr. Preeg, a member of the United States Foreign Service, who was an active participant in the negotiations throughout – first in Washington in the office of the Special Representative for Trade Negotiations, and for the final two and a half years as a member of the United States delegation at Geneva. The main part of the book comprises a historical narrative of the difficult and often discouraging bargaining, basically following a chronological course. The first three chapters provide background, particularly concerning the impact of European integration on commercial relations and the passage by the United States of the Trade Expansion Act of 1962. The concluding chapters analyse the results, in terms of the changes in tariff levels and tariff dispersion for industrial products and by estimating the trade expansion likely to result from the tariff reductions. A chapter is devoted to appraising the results in the agricultural sector; while the final chapter contains a general evaluation of the Kennedy Round – first its accomplishments, and second its possible influence on future trade policy.

A Readers Guide to Britain and the European Communities, by Carol Ann Cosgrove. *Chatham House/PEP European Series No.* 14. (106 pages. Obtainable from Research Publications, 11 Nelson Road, London, S.E.10, price 15s.; by post 15s. 9d.) This is the latest in the Chatham House/PEP series of joint papers examining various problems resulting from Britain's projected entry into the Common Market. It contains five brief historical surveys of key aspects of the subject, followed by comprehensive annotated bibliographies; and is designed to assist those who wish to examine the implications of British membership more fully, and make their own assessments of the opposing viewpoints. The majority of entries will be of interest to the general reader and the specialist alike, and very few publications of a highly technical nature have been included. The *Guide* is not designed in itself as an aid to advanced research, although researchers may find it useful as a starting point on which to base more detailed inquiries.

Further advice about decimalisation has recently been published by the Decimal Currency Board in two new booklets: **More Points for Businessmen.** (32 pages. HMSO. 1s. (5p). SBN 11 700503 7) and **Temporary Adaptations of Machines.** (28 pages. HMSO. 1s. (5p), SBN 11 700505 3). The first supplements the Board's booklet *Points for Businessmen*, and like the earlier publication it is a series of short notes on a variety of subjects which businessmen need to take into account in their final preparation for the changeover. It deals with the initial supply of decimal coinage, staff training, and the expected length of the changeover period. The second gives advice on how some types of business machine can, for a short time, be used for decimal working before they are fully converted from £sd to £p. It emphasizes that temporary adaptations are not a substitute for proper conversion, and that arrangements should be made now for the conversion or replacement of all machines.

OECD Economic Outlook, Occasional Studies. (Available only on subscription to *OECD Economic Outlook*. 2 issues a year from HMSO, single copies £1 6s. (£1.30), annual subscription £2 1s. (£2.05).) The current issue (No. 7) of *OECD Economic Outlook* contains the familiar forecasts and discussion of world economic problems, but it breaks new ground by publishing as a separate item two supplementary studies. Such studies which are intended to assist the interpretation of economic trends will appear from time to time in this form. The two currently published are *OECD invisibles in the* 1960s, and *Public expenditure trends in OECD countries*, both are by members of the OECD department of economics and statistics. The former is a 40 page study containing a 15 page satistical annex and a bibliography, while the latter devotes 13 pages to its subject with data mainly from the period 1955-65. Both point the need for improvement in the quality and comparability of their statistical bases.

Government Enterprise: a Comparative Study, edited by W. Friedmann and J. F. Garner. *British Institute Studies in International and Comparative Law No.* 5. (351 pages. Stevens. £4 10s. (£4.50) SBN 420 42460 1.) Government participation in business and industry has tended to increase and this book is an explanation of the legal framework in which this development has taken place. The present volume covers fully most of the countries of the Western European tradition including the United Kingdom, France, Germany, the United States, Canada and Australia; and there are also contributions from other countries including Sweden, Israel and East Africa. The emphasis throughout is on the comparative method, most of the papers having been presented and discussed at a meeting on public corporations sponsored by the British Institute of International and Comparative Law and organized by the United Kingdom National Committee of Comparative Law. Of special interest to United Kingdom readers is the section on this country, including a paper on the Highland and Islands Development Board and the public corporation as an organ of Government policy.

First-class performance at supervisory levels is more than a matter of job knowledge and skills. It can be raised above the average by a grasp of the wider issues of economic and business activity. **Business Finance and Costs,** by C. S. Deverall (216 pages. Gee & Co. £1 15s. (£1.75) SBN 85258 013 4) the second title in *Gee's Supervisory Management Studies* series, supplies the framework of those issues. The book is divided into two parts. The first sketches the structure of British industry and part played by Government activity in the economy. The second part introduces systems of business control in the individual firm and contains chapters on the role of capital investment, accounting, costing and marketing policy. This work will be useful to many levels of management in commerce and industry and to the increasing numbers of supervisory staff following the National Examinations Board's course in Supervisory Studies (BENSS).

Beyond the Wage-work Bargain, by W. W. Daniel. *PEP Broadsheet* 519. (99 pages. Obtainable from Research Publications, 11 Nelson Road, London SE10, price £1; by post £1 1s. 3d.) The first stage in PEP's programme of research on productivity bargaining is based on two case studies of workers' evaluations, some months later, of agreements in which they had been involved – one in a petro-chemical plant and one in a nylon spinning plant. In both cases there was the contrast between initial hostility to an agreement, seen as a concession necessary to obtain increased remuneration, and subsequent satisfaction because of the way in which the agreements had changed jobs and relationships in day-to-day working.

Foreign Aid, edited by Jagdish Bhagwati and Richard S. Eckaus. *Penguin Modern Economic Readings.* (351 pages. Penguin. 10s. (50p) SBN 14 080162 6) is a collection of 13 articles which originally appeared between 1958 and 1967, edited by two leading economists, one of whom contributes a previously unpublished paper together with a lucid introduction. The articles are arranged in six broad fields, enabling the editors to examine in depth the objectives, motives and mechanics of foreign aid programmes. The sections are entitled: Objectives of foreign aid; Criteria for allocation; The distribution of the aid burden; Multilateralism versus bilateralism in foreign aid; The tying of aid; Commodity assistance. A useful feature of this volume is the select bibliography of 198 items.

Other publications

THE STATESMAN'S YEARBOOK. 1970-71. 107th edition. 1557 pages. Macmillan. £3 10s. (£3.50).

NEGOTIATION AND MANAGEMENT OF DEFENSE CONTRACTS, by Dean Francis Pace. 835 pages. Wiley-Interscience. £16 10s. (£16.50) SBN 471 65741 7.

1970 UK TRADE NAMES. 3rd edition. 436 pages. Published by Kompass Publishers Ltd., RAC House, Lansdowne Road, Croydon, CR9 2HE. £5 5s. (£5.25) SBN 611 00500 X.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
September 8-9	**Miscellaneous stores**	**Ordnance Storage & Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657)**

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; Coventry Climax fork lift trucks; 2- and 4-wheel horse drawn carts; MT tyres and scrap aircraft tyres; MT spares, scrap textiles; rescue equipment including axes, asbestos blankets, bond wire, 5-ton ratchet and lever jacks; manila and sisal rope, first aid equipment; miscellaneous engineering stores; various cloths; vests and drawers; electronic equipment; scrap rubber; machine tools, hand tools; miscellaneous clothing, including firemen's clothing; textiles; household and office furniture; kitchen equipment, etc.; ear th moving spares and components; large quantities of miscellaneous general stores.

September 16	**Miscellaneous stores**	**The County Hall, Botchergate, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Carlisle. (Tel. 26292)**

Bedford 39 seater coach; Hands 10-ton trailer; test sets; engine stands; phase and pulse generators; oscilloscopes; tool test sets; rescue equipment including sledge and club hammers, extending ladders, mining pick heads, chisel and claw crowbars, general purpose saws, wooden boxes; machine tools including Flextol flex drives, 8 in. bench type grinders, hand operated bending rolls, pedal operated guillotines; valve grinders; quantities of clothing; textiles; kitchen equipment; furniture and other miscellaneous stores.

September 22-25	**Heavy duty road making commercial and private vehicles**	**Ordnance Storage & Disposable Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate. Nottingham. Tel. 54272)**

Mobile cranes by Coles, Ransome, Neale, Jones; Commer hydraulic tippers; Aveling Barford dumpers; Fowler, 'Challenger' and Caterpillar 'D4' hydraulic tippers; excavators by Ruston Bucyrus and Blaw Knox; scrapers; graders; heavy duty tractors; AEC Matador trucks; drop-side trucks; water tank trailers; Coventry Climax and Conveyancer fork lift trucks; Scammell breakdown trucks; Coventry Climax fire pumps; David Brown and Fordson tractors; Thames trucks and vans; Bedford 'Utilecons,' vans, Dormobiles, trucks, coaches, fire tenders; Leyland trucks; Morris Minors, 1000 saloons, utility vans, Oxfords, commercial pick-ups, ambulances; Land Rovers; Austin 'Gipsys,' coaches, mini pick-ups, trucks, ambulances; Ford 'Zephyrs,' 'Populars,' 'Anglias,' 'Cortinas', Vauxhall 'Victors'; Humber 'Snipes,' 'Hawks'; Matchless, Triumph and BSA motor cycles; Douglas 'Vespa' scooters, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior and up to the date of sale, price 1s. 0d. (postal order only)

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of goods	Location	Auctioneers
September 3	Office and miscellaneous furniture, engineering electrical canteen, domestic and other equipment, etc.	Ministry of Public Building and Works Supplies Division Store, Bay 5, Ashton Vale Road, Bristol 3.	Messrs. Stanley Alder & Price, 7 St. Stephens Street, Bristol 1.

Catalogues: Direct from auctioneer. Viewing: 9.00 hours – 16.30 hours. September 2

Thursday, September 10, 1970, at the Minister of Public Building and Works Supplies Division Stores, Rhydymwyn, Nr. Mold, commencing at 10.30 a.m., K. Hugh Dodd & Partners, F.S.V.A., will sell by auction office furniture and catering equipment briefly as follows: Section steel shelving; telephonist and typist chairs; various office chairs; wooden and steel writing tables; typist tables; wooden and steel filing cabinets; interview tables; plan chests; bench seats; steel table pedestals; steel office cupboards; addressograph cabinets; lockers; table tops; desk trays; hat and coat stands; office safes; bookcases; wall clocks; notice boards; rotary drum cabinets; steel filing trolleys; fire extinguishers; platform scales and weights; spring scales; urns; food preparation tables and cupboards; tea pots; kettles; saucepans; cutlery, etc., etc.

In all about 530 lots.

On view Wednesday, September 9 from 10 a.m. to 4 p.m. Admission by catalogue only price 1s. (by post 1s. 6d.). Terms: Cash. Caterer in attendance on sale day. Auction office: 9 Chester Street, Mold. (Tel. 2552/3.)

By order of the Liquidator, A. Yendle, Esq., F.C.A.

DOROTHEA QUARRY, Talysarn Caernarvon

JOHN PRITCHARD & Co. *will SELL BY AUCTION on the premises*
on WEDNESDAY 23rd SEPTEMBER at 11 a.m. prompt

Slate Processing Machinery

including 4 Diamond Saw Table arbor travel, J.C.B. 4c. complete. Bonsor Fork lifts with crane attachment. 2 Dodge Tipping Waggons. Mini Van. S.W.B. Diesel Land Rover. 4 Holman electric compressors and receivers. Mobile Ingersol trailer compressor. Ferguson diesel tractor with hydraulic lift. Crompton Parkinson switch and reduction gear, cut out, capacitators, large amount of electric switches, fuses, insulators, various 3 phase 440 volt motors, transformers. 3 Demac electric hoists 1500 kgs. 6 R.S.Js. Chain hoists and trollies. 2 Atlas Coppco truck loaders. 3in. Mono pump, lathe, new and used wire rope. Electric arc and acetylene Welding plant. Holman drills and new bits. Thwaites Dumpers, Lowload trailer, Rotary and semi-rotary pumps, Electric Drills and grinders. 2 Diesel storage tanks. Conveyor unit with rubber belting. Roller conveyors, new web belting, Safety helmets, 6 night storage heaters. Venner time switch Clocks, steam and vacuum gauges. Typewriter, Ellams Duplicator, 3 safes. 2 S.S. foolscap filing cabinets.

150,000 D.P.C. Slates in sizes

Dumpy Level, Theodolite, vices, planes and large assortment of tools. Taps and dies. Jim crow, picks, hammers, stretcher, sheet lead.

ON VIEW. Monday, Tuesday, 21/22 September. 11 a.m. to 4 p.m. Catalogues 2s. 6d. from the auctioneers.
JOHN PRITCHARD & Co., Cathedral Chambers, Bangor, N.W. Tel. Bangor 4455.

WE NOW HAVE THE FOLLOWING EQUIPMENT AVAILABLE FOR SALE

★ CRAMIC THREE SPINDLE MODEL EET 48, PROFILE ROUTER, ORIGINAL COST, DECEMBER 1968 £15,000. PRICE £10,000.

AIRFIELD CONTROL RADAR EQUIPMENT, ORIGINAL COST JUNE 1968 £25,000, PRICE £15,000.

★ WADKIN TYPE 26/29 ROUTER WITH MORFAX CONTINUOUS PATH ELECTRO TRACE ROUTER SYSTEM, ORIGINAL COST £8,000, PRICE £4,000.

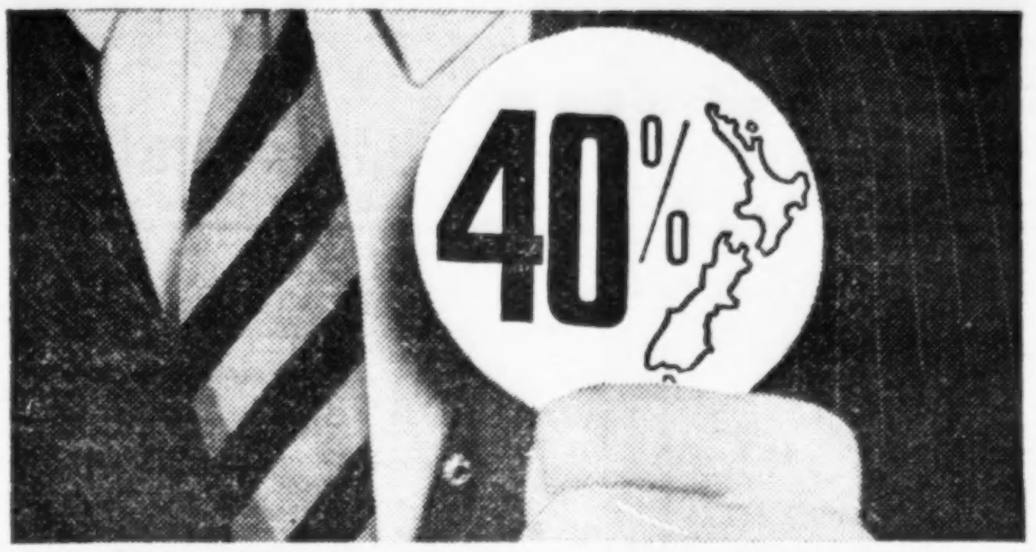
★ SUBJECT TO BOARD OF TRADE EXPORT LICENSING CONTROL.

Details and inspection of the above equipment can be discussed through

MORGAN REES-WILLIAMS, INDUSTRIAL LEASING and FINANCE LTD.,

19, CHANDOS COURT, CAXTON STREET, LONDON, W.1.

Tel. No.: 01-799 1992



Getting your maximum percentage of exports?

The Bank which commands 40% of New Zealand's banking business has the vital information you need! The Bank of New Zealand —with over 400 offices—can give you up-to-date information on trading conditions and markets both in New Zealand's industrial centres and primary producing areas. Whether you're concerned with export expansion or investment—see the Bank of New Zealand first.

Contact our London Office—or the International Division at Head Office in Wellington.

Bank of New Zealand

Incorporated with limited liability in New Zealand 1861.

London Main Office : 1 Queen Victoria Street, EC4 · Piccadilly Circus Office : 54 Regent St., W1 · Haymarket Office : 30 Royal Opera Arcade, SW1. (New Zealand House Bldg.)
Head Office : P.O. Box 2392, Wellington, New Zealand

TENDER NO. ESI/201/31/525/Cell-411. (S.3349/70).

Tenders are invited by the Director General of Supplies and Disposals, New Delhi, for supply of:

Item No.	Description of Stores	Nos.
1	1,000 Watts HPMV Mercury Vapour Lamps (Tubular Type) non-colour corrected suitable for working on 230 Volts, 50 Cycles supply.	72

CLOSING DATE IN INDIA 9.9.70

Tender Schedule with further details and Specifications may be obtained on application from The Administration Branch, India Supply Mission, Government Building, Bromyard Avenue, Acton, London, W.3, with a remittance of 5s. 6d. by Postal Order or Cheque, crossed and made payable to The High Commissioner for India in the United Kingdom not later than August 17, 1970.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	111·7	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113·2	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	113·9	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	119·8	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	122·9	142	142	112	103	135	135	144	131	131	305	211	–22	37
1968															
2nd quarter	113	118·8	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120·7	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122·3	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	121·8	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123·2	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123·2	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	123·6	146	146	114	103	136	142	148	126	134	157	100	7	28
1970															
1st quarter	117	124·3	149	148	114	103	131	141	138	115	128	– 2	58	–15	–41
2nd quarter		123·5 p				104									5
1970															
January		123				103									
February		124				104									
March		126				103									–
April		125 p				103									
May		122 p				105									
June		123 p				105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing		Basic hourly Wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuels used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	–393
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	– 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	– 40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	121	–322
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	150	–297
1969	117	124	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	167	169	415
1968													
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	541	185	24,321	158	142	–107
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	547	189	24,292	161	154	– 10
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	532	202	24,348	160	159	– 68
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	532	198	24,364	163	159	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	169	167	74
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	168	173	147
4th quarter	117	124	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	177	171
1970													
1st quarter	121	125 p	136·2	*5·0*	130·1	120·6	209·0	561	192		172	180	144
2nd quarter	126 p		139·5	*5·8*	129·2 p	123·5 p	213·8	563	187		183	182	
1970													
February	121	126 p	136·2	*4·9*	130·0	120·5	209·4	557	192		172	174	
March	121	125 p	137·0	*5·1*	130·8	121·6	211·1	567	188		176	185	
April	122 p	124 p	139·1	*5·6*	130·4	122·9	211·8	567	188		180	187	
May	122 p	121 p	139·5	*6·1*	129·3	123·6	214·3	560	187		176	174	
June	126 p		139·9	*5·9*	127·8 p	124·1 p	215·4	561	187		192	185	
July			140·9	*6·7*	127·1 p	124·6 p	216·9	593	186		143 p	186 p	
August								593	184 p				

† Not seasonally adjusted.

Index of industrial production for June 1970

THE PROVISIONAL index of production for June 1970, prepared by the Central Statistical Office, is 123 (seasonally adjusted). For manufacturing industry alone the figure is 127.

For the three months April 1970 to June 1970, it is provisionally estimated that production as a whole was 0.7 per cent lower than in the preceding three months, January to March 1970, for manufacturing industries alone the decrease was 0.6 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries							
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft,	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	95·8	112·4	105·2	103·2	108·8	115·1	117·1	113·0	114·9	119·6	109·3	95·5	113·8	117·5
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·2	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1968 2nd quarter	118·8	85·1	120·1	113·1	110·4	118·2	126·0	137·6	121·3	124·9	132·7	139·1	87·3	112·7	112·4
3rd quarter	120·7	83·7	122·6	116·8	113·4	123·2	132·1	140·8	124·1	125·8	136·5	137·4	86·9	121·7	115·3
4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·7	123·7	116·2	114·2	119·8	139·4	144·8	124·5	128·2	143·0 r	141·7	85·3	113·7	120·3
2nd quarter	123·2	81·0	125·7	118·1	114·9	124·2	136·8	147·7	127·0	130·7	152·5 r	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·4	126·9	138·7	151·8	129·2	132·8	147·9 r	148·5	84·8	121·6	118·2
4th quarter	123·6	76·8	126·8	122·2	119·2	127·8	142·8	153·0	128·0	133·8	143·1 r	145·2	86·0	118·3	119·5
1970 1st quarter	124·3	81·4	127·3	121·6	116·4	131·7	152·4	149·8	129·0	135·6	153·3	147·3	85·7	118·9	116·8
2nd quarter p	123·5	79·1	126·6	120·4	117·3	126·4	144·7	151·9	128·3	136·2	175·4	143·2	84·5	116·8	116·5
1970 January	123	80	126	120	114	131	149	149	126	131	149	139	86	124	112
February	124	82	128	122	117	132	155	150	130	140	147	146	86	117	120
March	126	82	129	123	118	132	153	150	131	136	165	157	85	115	118
April p	125	82	128	119	116	125	137	155	130	140	174	148	85	111	122
May p	122	78	126	119	118	123	149	152	127	133	166	140	84	119	113
June p	123	78	127	123	118	132	148	148	129	135	186	142	84	120	114
January-March (av.)	124	81	127	122	116	132	152	150	129	136	153	147	86	119	117
April-June (av.) p	123	79	127	120	117	126	145	152	128	136	175	143	84	117	117

	Manufacturing industries (continued)													Construction	Gas electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118·2	119·8	113·0	107·7	108·3	104·2	106·9	116·8	120·7	109·7	113·4	111·4	117·1	114·3	112·3
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1968 2nd quarter	109·3	109·2	109·6	111·7	117·5	93·1	102·5	126·5	129·7	120·8	117·6	117·5	133·1	122·1	125·1
3rd quarter	113·8	114·3	112·2	114·3	120·8	94·3	103·8	127·6	130·2	123·0	118·5	118·9	136·9	121·7	129·2
4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	115·0	123·3	90·9	101·3	126·1	124·3	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	115·4	118·8	104·4	115·6	123·8	91·7	102·5	126·8	125·5	129·2	104·7	123·2	145·8	114·3	145·6
2nd quarter p	115·9	117·9	109·3	116·7	125·3	92·0	102·6	117·9	117·4	118·8	112·7	120·7			140·3
1970 January	110	112	105	114	123	89	100	126	124	130	104	122	148		144
February	118	123	103	115	124	92	102	128	126	133	110	123	139		142
March	118	123	105	117	125	94	105	126	127	125	100	124	151		151
April p	117	120	108	116	125	92	103	114 r	117 r	108	118	120			158
May p	117 r	118 r	113	116	125	94	100	116 r	117 r	113	103	121			127
June p	114	116	107	118	127	91	105	124	118	135	117	121			136
January-March (av.)	115	119	104	116	124	92	102	127	125	129	105	123			146
April-June (av.) p	116	118	109	117	125	92	103	118	117	119	113	121			140

Confidentiality of business statistics

AN ARTICLE IN the August issue of *Statistical News* by M. C. Fessey and H E. Browning of the Business Statistics Office considers the problem facing the Government Statistical Service and industry of whether some relaxation of the rules governing the confidentiality of business statistics would, on balance, be to the advantage of the business community and the public as a whole.

At present, as in most comparable countries, the law and practice of Government Departments effectively prevents the publication of anything which could disclose information about individual firms. So thorough is the process of checking against 'disclosure' that it accounts for a significant proportion of the time and cost of processing the data; in the case of the 1963 Census of Production, for example, it is thought to have accounted for one tenth of the total cost.

In practice, there are many rules governing disclosure and, consequently, a lot of information which would be very useful to business and other users remains unpublished. For example, if there is a risk of disclosure in the figures for a particular commodity and consent to publish cannot be obtained from the firm concerned, the figures must be 'hidden' by combining them with those for another commodity into a larger commodity group; the potential user is thus deprived of figures not only for the commodity in question but also for the one with which it is combined. Similarly, there is a great demand for lists of firms in various industries which might easily be provided by the Government Statistical Service but which cannot be within present practice. These statutory prohibitions are without limit as to time.

The article suggests that there are therefore substantial advantages to be gained from relaxing the restrictions. Greater use could be made by industry, commerce, local authorities and so on of the information which is collected at considerable effort and expense – both to the suppliers of the data and to the taxpayer. Furthermore, it would help to reduce duplication in form filling; and it would make possible quicker publication of detailed figures by reducing the amount of editing necessary to prevent disclosure.

Against this, the Government Statistical Service clearly has a duty to protect the interests of the individual firms which supply the figures from harm which disclosure of their affairs could cause. If these firms were to lose the confidence which prevails at present that information they provide for statistical purposes will not be revealed, and they begin to fear the risk of damage to their interest through disclosure of information about their businesses to competitors, it would jeopardize the co-operation which now exists between industry and the Government Statistical Service with adverse effects on the quality, comprehensiveness and speed of the statistics produced.

One possible approach to this dilemma might be to try to identify less sensitive areas of information where, on balance, the advantage to business and the public as a whole would outweigh the risk of damage to individual interests. For example, it would be helpful if the industrial classification of firms could be made available with, possibly, some broad indication of their size. Any relaxation of this kind could be accompanied by a provision which allowed individual firms to withhold their permission to publish if they, nevertheless, considered the information too sensitive.

Something of this kind has already been attempted by the Business Statistics Office in connection with the 1968 Census of Production. Respondents were asked for permission to include their names and addresses in published lists of firms contributing to the results for each specified industry. Of the questionnaires so far returned, almost four out of every five respondents have agreed to this information being published.

An order for 20 sets of AGA acetylene lighting equipment for navigational buoys, valued at £21,000, has been placed with AGA (UK) Ltd. by the Ports Organization of the Government of Maharashtra, India. The buoys to which this lighting equipment will be fitted were designed by AGA. They will be sited in channels leading to ports in Maharashtra States on the west coast of India. Navigation in and out of these ports has been hindered in the past by lack of aids, and the siting of these buoys will not only assist shipping, but also make these waters safer.

General index of retail prices for July

THE DEPARTMENT of Employment and Productivity announce that at July 21, 1970 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 140.9 compared with 139.9 at June 16. The rise in the index during the month was due to rises in the prices of many goods and services particularly fresh fruit, meat, second-hand cars, telephones and road passenger transport. There were falls in the prices of potatoes and tomatoes.

Census of stocks of wool, etc. and tops

THE ANNUAL CENSUS OF stocks of wool, etc. and tops in the United Kingdom as at August 31, 1970 is being taken by the Wool Industry Bureau of Statistics. All persons or firms holding stocks (including firms holding stocks on behalf of clients abroad) are requested to make returns.

Two forms are being sent out – one relating to raw wool and hair (all types), woolled skins, noils, combing wastes, mungo and shoddy, wastes, rags and hosiery clips and overlocks – the other to tops of wool, hair, or man-made fibres.

Census forms were posted on August 17 and any firm holding stocks of these materials which has not received a form is requested to communicate with the Bureau, 5th Floor, Lloyds Bank Chambers, Hustlergate, Bradford, BD1 1PF. Telephone No. Bradford 21503.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 to 1966, during the week ended Friday, August 21, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Goodbye Gemini	Br/E 35029	89	August 18	Cinerama International Releasing Org.	Josef Shaftel Productions Ltd.
Movietone News 2150	Br/E 34915	7	August 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2150A	Br/E 34916	8	August 21	" "	" "
				FOREIGN	
The Cheyenne Social Club	F 35027	102	August 18	Carthay Center Distributors Ltd.	National General Productions Inc.
Hello – Goodbye	F 35028	101	August 18	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Productions Ltd.
Hetero Sexual	F 35030	78	August 18	Antony Balch Films Ltd.	Haven International Pictures Inc.

Footwear industry: orders and deliveries

IN THE SECOND QUARTER of 1970 net new orders received and deliveries by the footwear industry were 7 per cent and 4 per cent higher respectively than in the first quarter. With net new orders in the period exceeding deliveries, order books at the end of June were 6 per cent higher than at the end of March 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table. The seasonally adjusted figures have been revised to take into account the seasonal pattern during 1969.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Sries (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	46·0	40·1	19·8	17·4	17·1	16·6
2nd quarter	50·0	38·5	16·8	16·0	15·4	16·6
3rd quarter	38·2	42·3	13·0	18·0	17·0	16·7
4th quarter	41·2	41·2	18·5	16·7	17·5	17·1
1969 1st quarter	47·5	41·9	19·1	16·7	17·0	16·5
2nd quarter	48·9	39·3	15·7	15·5	15·2	16·4
3rd quarter	34·6	39·2	11·5	16·1	16·3	16·1
4th quarter	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st quarter	40·1	36·2	17·4	15·7	15·8	15·4
2nd quarter p	47·9	38·3	17·5	16·7	14·9	16·0
1969 January	39·7	41·2	13·7	16·7	15·2	16·7
February	44·2	42·7	22·1	17·5	17·6	16·0
March	47·5	41·9	21·4	16·0	18·1	16·9
April	50·5	41·7	18·3	16·5	15·3	16·6
May	52·4	41·0	16·8	15·1	14·9	15·8
June	48·9	39·3	12·0	15·1	15·5	16·7
July	42·8	40·4	9·0	17·2	15·1	16·1
August	38·8	39·5	10·6	15·1	14·6	16·1
September	34·6	39·2	15·0	15·9	19·2	16·1
October	34·0	38·3	18·5	15·5	19·1	16·5
November	35·8	37·3	18·8	14·3	17·0	15·3
December	35·2	35·2	12·2	13·6	12·8	15·7
1970 January	32·6	33·7	11·3	13·8	13·9	15·3
February	34·0	32·9	18·4	14·6	17·0	15·4
March	40·1	36·2	22·6	18·6	16·5	15·4
April p	46·5	37·1	22·4	18·3	16·0	17·4
May p	49·7	37·8	16·7	15·1	13·5	14·3
June p	47·9	38·3	13·3	16·7	15·1	16·3

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for June 1970 is 152 (1963= 100). This is 2 points lower than for May 1970 and 8 points higher than for June 1969.

The index numbers of the main industrial group with the increase or decrease on June 1969 shown in brackets are: textiles 200 (+26 points), clothing 125 (−4), engineering and mtals 131 (+12), food, drink and tobacco 129 (−), timber and furniture 145 (−2), mineral products 170 (+1), other manufacturing industries 217 (+17), gas, electricity and water 138 (+10).

Cinema admissions and takings in May

DURING MAY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 3.30 million and the weekly average of gross box office takings was £0.97 million.

Hosiery and other knitted goods—index of production

IN THE SECOND QUARTER of 1970, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 2 per cent more than in the first quarter.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1970 are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated.

The actual figures allow for differences in the length of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

Index of the volume of production of hosiery and other knitted goods (including knitted fabrics)

1963 = 100

1963	100
1964	109
1965	114
1966	114
1967	114
1968	132
1969	147

	Actual	Seasonally adjusted
1968 4th quarter	156	137
1969 1st quarter	133	144
2nd quarter	145	156
3rd quarter	142	142
4th quarter	166	146
1970 1st quarter	139	154
2nd quarter p	151	157
1969 July	129	139
August	131	137
September	166	149
October	176	146
November	179	146
December	143	145
1970 January	124	149
February	152	156
March	141	158
April p	147	148
May p	142	162
June p	164	162

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year, post free:

Home Grown Timber for June 1970
Salt for June 1970
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for May 1970
Radios, Television Sets and Sound Reproducing Apparatus for May 1970
Tape Recorders for April 1970

Quarterly at 7s. 6d. a year, post free:

Photographic Equipment for First Quarter 1970
Rotating Electrical Machinery for First Quarter 1970
Mechanical Handling Plant for First Quarter 1970
Contractors Plant for First Quarter 1970
Linen for Second Quarter 1970

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

Civil Aviation Series

Air passengers international and cabotage for 1969

Miscellaneous Series

Quarterly at 7s. 6d. a year post free:

Insurance Companies, and Private Pension Funds' Investment for First Quarter 1970.

LYON INTERNATIONAL TRADE FAIR

MARCH 27—APRIL 5, 1971

LYON
2 hours from London

LYON
second city of FRANCE

LYON
twin of Birmingham

LYON
British Week Centre

LYON
the LARGEST CONURBATION OUTSIDE PARIS with a growth rate of 8% per annum (5% average)

THE **LYON FAIR** is a well-established sales platform. At the last Lyon Fair there were
215 exhibitors from Germany
192 exhibitors from Italy
71 exhibitors from the U.K.

DON'T LET THIS VAST NEARBY MARKET SLIP FROM YOUR GRASP
An International Fair with Specialized Trade Sections.

We are interested* in Mixed Industries/Hardware/ Office Equipment (delete where necessary)

*If Special Terms available YES/NO

Any other section.....

Name of Company.....

Address.....

.....

Phone.....Name of Contact.....

Details from:
Exhibitions & Trade Fairs International Ltd.,
10 Clifford Street, London, W.1.
(Phone; 01-734 0511)

BE UP-TO-DATE GET IN CONTACT WITH AN EXPANDING MARKET

34th Levant Fair Bari

The most important appointment in Southern Italy and in the Mediterranean

Bari 10th - 23rd September 1970

Exhibitions and Fairs

Princess Alexandra to open BA '70

PRINCESS ALEXANDRA will open the British Industrial Exhibition in Buenos Aires (BA '70) of which she is patron, at an inaugural ceremony on Wednesday, November 4, the eve of the exhibition.

Over 300 firms, including some of the largest companies in British industry, are participating in the British Industrial Exhibition which will be held from November 5-15, at the Sociedad Rural, Buenos Aires.

British industrial participation at this exhibition will be larger than at any similar event in Argentina. The exhibition is sponsored by BNEC Latin America, and organized by Industrial and Trade Fairs International Ltd., with the full support of the Board of Trade.

This is the third such exhibition to be held in Latin America in recent years. The first was in Mexico City in 1966, and the second in Sao Paulo, Brazil, in March 1969, which led to orders estimated at over £15 million.

British exports to Latin America are increasing rapidly. In 1968 exports to Argentina were worth £34 million; this figure rose to £47 million last year.

New and simplified regulations for the import of capital goods into Argentina, which came into force in June of this year, will be of considerable importance to United Kingdom manufacturers of capital goods exhibiting at BA '70.

For the first time overseas suppliers will be able to assess against a clear cut system of tariff rates the possibilities of selling capital goods to Argentina.

'Considerable demand' reported by stone dealers at New York jewellery show

THIRTY-FIVE BRITISH JEWELLERS – among them three de Beers Award winners – showed a wide range of contemporary and traditional jewellery, precious stones and silverware at the recent International Jewellery Trade Fair in New York.

The British group was sponsored by the Board of Trade and organized by the newly formed British Jewellery and Giftware Federation, a body which has succeeded the British Jewellers' Association.

In spite of the generally depressed state of the United States market, the majority of the firms participating were reasonably satisfied with the results achieved, particularly those who are already well established in the market. Several of the exhibitors subsequently undertook extensive selling trips to cities throughout the United States in addition to showing at the Jewellery Fair and found this to be an effective method of selling.

Few firms reported any resistance to their prices, although one or two reported some difficulty in selling their larger pieces. Stone dealers, on the other hand, reported a considerable demand for their finest stones. A citrine, believed to be the largest gem stone in the world, was shown by the well-known Hatton Garden dealer, G. Sabbagh. An incredible 2.215 carats in weight, the golden stone took two craftsmen three weeks to cut and polish.

The silversmiths again found that the Jewellery Trade Fair, which is directed to the volume retail jeweller, is not ideal from their point of view. Firms offering competitively priced silver plate and pewters, such as tankards, however, found greater interest among retailers.

Interest in genuine and reproduction jewellery appears to be as strong as ever, and Mr. Ronald Benjamin, a regular visitor to the United States reported an increased interest in some of the smaller Victorian 'pins' which have been out of favour for some time.

Among the young designers, whose collections were shown in New York, Lawrence Graff has been internationally acclaimed since he won a de Beers Diamonds International Award four years ago. His collection of 'one-off' rings and brooches in rare gemstones were outstandingly successful. Alan Gard, a 1968 de Beers Award winner, whose collection in 18 carat hallmarked gold set with diamonds and semi-precious stones was shown in New York by K. D. Alan Ltd., represents some of the best contemporary jewellery being made in London. Another young designer, Angela Jamieson, whose designs were shown by Steele & Dolphin, was a de Beers Award winner in 1968 and 1970.

The British contingent occupied individual booths in the Albert Hall of the Americana Hotel which they shared with a large group of German jewellery manufacturers. An information booth was manned by Mr. Burns-Farquhar and Miss Jean Murphy of the Jewellery and Giftware Federation, assisted by Miss Weir, model and receptionist. 10,000 copies of the *Britannia*, the official export journal of the Federation, were circulated to jewellers throughout the United States prior to the show, and additional copies were available to buyers at the Albert Hall.

A general view of British stands at the International Jewellery Trade Fair held at the Americana Hotel in New York.

Companies join forces to form 'Gift Palace'

THE 'NOTABLE contribution' to Britain's balance of payments surplus by the giftware industry was referred to by Sir Peter Runge*, chairman of The British National Export Council in a message to exhibitors at the second London International Gifts Fair at Earls Court (August 17-20).

'This second International Gifts Fair to be held in London emphasises the importance which the British Jewellery and Giftware Federation attaches to having an annual display of its wares in the capital. It is convenient both as a meeting point for customers from overseas, and a stimulous to buying for the Christmas trade,' he said.

'Under the leadership of the International Gifts Fair chairman, Mr. Elkan Simons, the jewellery and giftware industry had made a notable contribution to Britain's balance of payments surplus. Exports had risen from £60 million in 1957 to £125 million in 1969, and the support of some 250 firms for the second London Fair gave a firm indication that the industry was confident of beating its performance again this year,' he added.

'It has been said that it is "more blessed to give than to receive". By this token may the efforts of the giftware manufacturers – with whom I include the jewellery makers – be doubly blessed to the benefit of Britain's exports.'

An interesting feature of the fair was the 'Gift Palace', a consortium of 19 young companies.

**Sir Peter Runge died on August 19.* *See tribute on page 437.*

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

The Midland Bank's Overseas trade services will be available at the **Helsinki International Trade Fair 17-27 September '70**

Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Hotel Marski, Mannerheimintie 10, Helsinki (tel: 641717).
If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

Midland Bank

If you have an international problem talk to the Midland.

The comprehensive display of British products at the Pacific Fine Food, Confectionery and Beverage Show in Los Angeles attracted the attention of many visitors.

British foods at the 1970 Pacific Fine Food fair

By the British Consulate-General, Los Angeles

THE 12TH ANNUAL PACIFIC FINE FOOD, Confectionery and Beverage Show was held in the Rex Room of the Biltmore Hotel, Los Angeles from July 12 to July 15, 1970. This year's fair was easily the best ever held, the decor of the Rex Room, the lighting, and the arrangement of the stands all showing a marked improvement of previous years. There were 49 exhibitors, displaying some 300 brands of foods, and the attendance of over 1,300 was some 50 per cent up on last year, a remarkable achievement considering the relative slowing down of the economy in the area. For the third year running British manufacturers exhibited on their own stands at the show, this year's representatives being United Biscuits Ltd., the largest manufacturer of biscuits in the United Kingdom who put on a comprehensive display of their products, Smith Kendon Ltd., displaying individual sized pocket tins and display cartons of their natural fruit-flavoured confectionery, Messrs. Callard & Bowser Ltd., showing butterscotch, licorice, and assorted toffees, and John Mackintosh & Sons Ltd., whose display emphasized their tins of Quality Street assorted chocolates and toffees–a line already gaining in popularity on the West Coast.

At the United Biscuits stand we were delighted to see Mr. W. P. Bowman, a director of the British firm who is the driving force behind the British Food Industries participation in the British Trade Drve in California. Bill Bowman was appointed by Lord Rootes, chairman of the Committee for Exports for the United States, to chair the Product Group Committee dealing with food, and he plans to lead a formidable Food Trade Mission to California in February 1971. At the Food Fair he was assisted by Shane Callaghan and by representatives of Gerber Cheese, their United States representative and of Reese Finer Foods, their West Coast distributor. Mr. H. L. Williams, the managing director of Smith Kendon Ltd., and Mr. J. E. Harrison, the assistant export manager of Callard & Bowser Ltd., were both assisted by representatives from Perry H. Chipurnoi Inc., who represent both British companies, while on the John Mackintosh & Sons stand, Mr. Tom McAdams, president of McAdams-Reiner, the West Coast brokers handling the confectionery line represented the company.

A very wide range of British food, confectionery and beverages were on view on the stands of other importers and distributors, notably that of DeVries Imports, where no less than 22 British food manufacturers' products were on view. The Chapman-Tait Brokerage Co. and the Young's Market carried an impressive range of British food items, and six other local distributors also had British goods on view. The competition was also out in force, with National stands put up by the local trade representatives of Australia, New Zealand (exhibiting for the first time in this show), Finland, West Germany and the usual very big exhibit from Japan. The Australians went to town with a professionally designed exhibit, and a small cinema showing films of the Australian food industry. All these other foreign booths made a special point of sampling their foods, with attractive girls in national dress (and occasionally very much less) providing an irresistible focal point for their country's food specialities.

CONVENIENT LOCATION

For a manufacturer who is not already represented in California, most of the major distributors, agents and brokers are showing their wares at the fair which is therefore a convenient location at the only time of the year when the food industry on the West Coast can be found at one place at the same time. For manufacturers whose goods are already available (as this year's exhibitors found) the fair attracts a very large number of retail stores representatives who seek to ensure that their product lines, especially over such periods as Thanksgiving and Christmas, are comprehensive and do include the latest imports from all over the world.

With visitors from 141 cities in California and from 19 other states of the United States it is clear that this particular trade fair is of increasing importance as the main shop window for foreign delicacies aimed at the vast food market on the West Coast. The welcome improvement in the administration and presentation of the Pacific Fine Food Fair points the way to theo pportunities which exist for British manufacturers.

British promotions at Japanese stores

from the Commercial Department of the British Embassy, Tokyo

THE DRAMATIC INCREASE in the affluence of the Japanese consumer over recent years is by now a well-known story. From subsistence conditions in the immediate aftermath of the Pacific War, Japan has burst into the league of affluent societies in the short space of 25 years. Her income per capita now stands at a level approaching the better European standards, and is increasing at a faster rate than in any other advanced country.

The challenge and opportunity presented by this rapidly growing consumer market of over 100 million people is one that British firms would be wise not to ignore. In this context, the successful British Week held in the autumn of last year should be seen as merely the start of a concerted drive at the Japanese market, and not its culmination.

Entry into the Japanese consumer market obviously poses its problems. The distribution and retailing systems are very different from those in most other countries, including Britain. Nevertheless the figures show where the main opportunities lie; they point clearly at the large department stores, with their network of branches and affiliates throughout the main cities of Japan. Between them, these account for about 11 per cent of total retail trade, with sales exceeding the equivalent of £1,000 million in 1967. Future sales growth rates are expected to average 20 per cent annually. At the moment imported goods account for about 5 per cent of sales at the better department stores in Toyko.

The department stores' closest rivals are the supermarkets. These are comparative newcomers to the Japanese scene, and now hold about 5 per cent of the consumer market.

Department stores in Japan attach considerable importance to special promotions as a means of boosting sales, and it is gratifying that they continue to show an interest in British goods; 1970 promises to be an important landmark in this respect. The Eleven Store Group, organized by Isetan, one of the leading department stores in Tokyo, is holding a series of British promotions this autumn in 26 branches throughout Japan. The Board of Trade and COI are arranging the supply of a wide variety of display material and supporting features on the stores behalf.

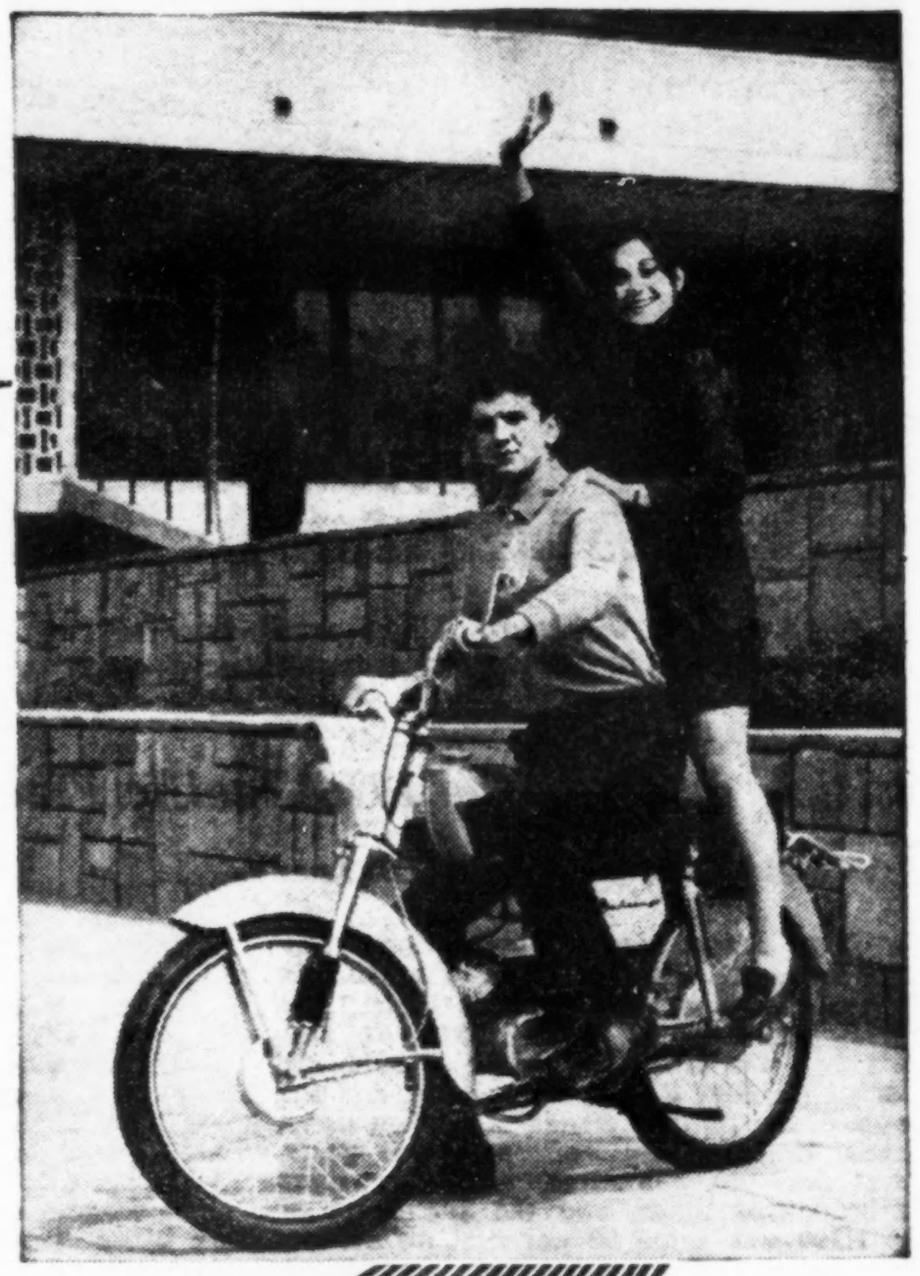
Future sales opportunities for British goods in this group of stores are exceptionally good. Together they hold a substantial share of the overall retail sales market. Their total sales in 1969 reached Y291,200 million, including those at the Isetan store in Shinjuku, at Y62,600 million.

There are two other important British promotions in Japan this year. Hankyu, a leading department store in Osaka, is holding a promotion of British goods from October 6 to November 1. Overall sales at the Osaka store in 1969 amounted to Y50,000 million.

Finally, the Odakyu department store in Shinjuku is holding an exhibition of British furniture for two weeks from October 2. The Board of Trade is contributing towards the cost of the catalogue for this promotion which will lead to further opportunities for British furniture in Japan. The exhibition will coincide with the visit to Japan by the Furniture Export Club mission.

A full account of these promotions will be published later.

avtoimpex



The commercial enterprise, Avtoimpex, imports and exports: motor cars and heavy trucks, buses, trailers, two-wheel vehicles, internal combustion engines, complete component sets and parts, spare parts for the automobile industry, etc.

—Avtoimpex has extensive business relations with about 30 countries in five continents.

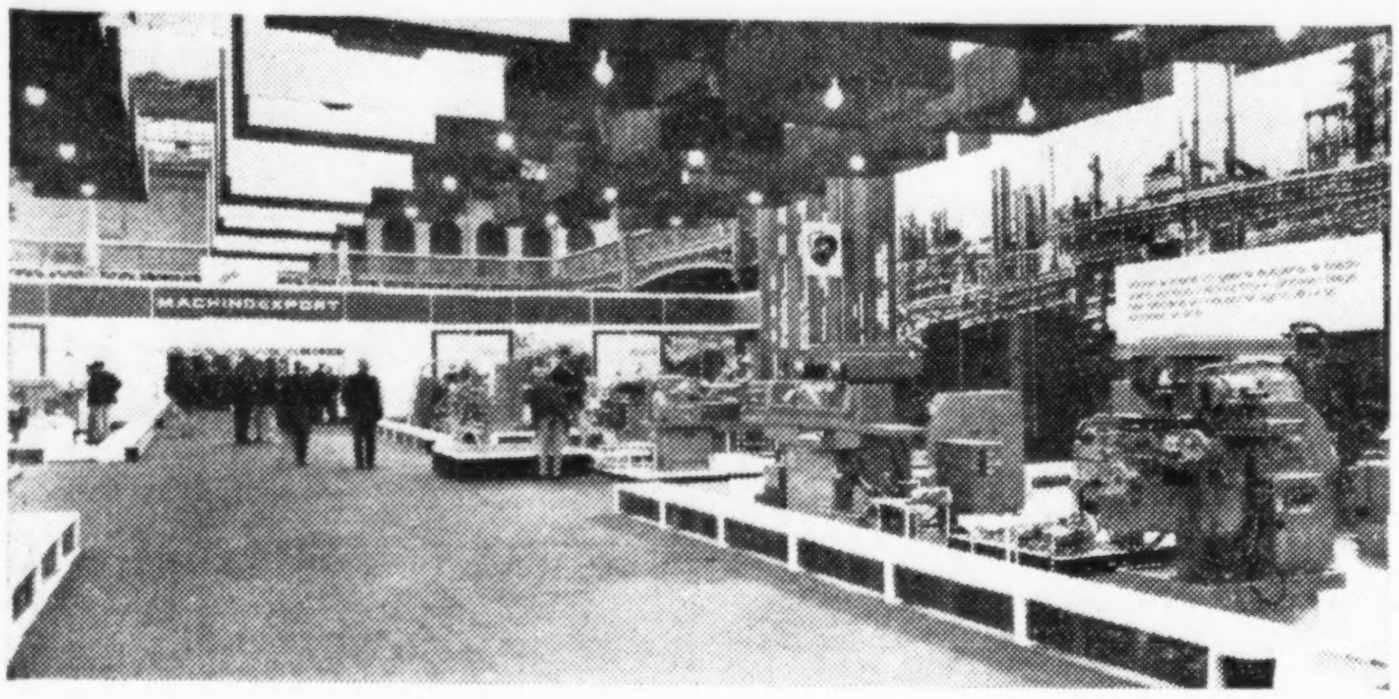
—ensures prompt supply of spare parts during the guarantee and exploitation periods

—carries out regular servicing of import and export products.

AVTOIMPEX—imports and exports for the automobile industry

Bulgaria, Sofia-6, 34, Totleben Blvd.
Telephone: 52-33-46/49; 52-26-41/44
Telex: 22665 avtmpx bg :AVTOIMPEX—Sofia

BULGARIA



Some of the exhibits on display depicting Bulgaria as a modern ind ustrial country.

More than 10,000 exhibits at Bulgaria's London show

THE FIRST Bulgarian national exhibition to be held in Britain is currently being staged in the Grand Hall, Olympia. It began on Tuesday, August 18 and continues until September 2.

It is only the third Bulgarian national exhibition held abroad and easily the largest.

The exhibition's object is to show Bulgaria as a modern, industrial agricultural state. More than 10,000 exhibits occupying over 90,000 square feet cover every aspect of the nation's industry and life.

In the last 25 years Bulgaria has grown from a purely agricultural nation into a rapidly developing industrial state, with modern manufacturing methods.

The Bulgarian electrical engineering industry is showing some 500 industrial and domestic products.

The shipbuilding industry is represented by a special section built in the form of a ship, incorporating models demonstrating the range of the nation's shipbuilding.

Other aspects of modern Bulgarian industry on show include pharmaceuticals, chemicals, textiles and household furnishings.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Computers directed at top management in industry

'COMPUTER 70', claimed to be thte first major international computer exhibition to be held in Europe, directed specifically to top management in industry, commerce and local government will take place in the Grand Hall, Olympia, London, from October 5-9.

Over 180 exhibitors from Britain, the United States, Belgium, Canada, Israel, Italy, France, Holland, Germany and Poland will show the latest developments in computers and services; peripheral equipment; products directly concerned with the handling, storage and care of computer input and output; major services in the fields of software, leasing, consultancy and computer bureaux.

Overseas visitors listed in attendance survey

A THIRD of 60,505 visitors to the International Heating, Ventilating and Air Conditioning Exhibition at Olympia, London, this year were, it is reported, top echelon men in industry. A further 28 per cent were engineering, research and development and design staff.

These are some of the facts from an independent attendance survey carried out by Comart Research Ltd., for the organizers, Industrial Exhibitions Ltd.

Visitors were interviewed each day of the show, selected on a random basis but excluding exhibitors' staff and press representatives.

The overwhelming majority, 93 per cent, went to HEVAC in a professional capacity. Overseas visitors, in fact, were 100 per cent professional. More than half were either heating, ventilating and air conditioning contractors or manufacturers (29 per cent and 26 per cent respectively).

Approximately one-third of the visitors were top-ranking men in their companies – chairmen, managing directors, principals, partners, directors, managers and departmental chiefs. Almost half the 4,000 foreign visitors were in this class.

Overseas visitors came mostly from Norway, Denmark, Sweden and Finland (21 per cent), followed by Eire and the Commonwealth, representing 15 per cent each.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 – Telex EconPlan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1. (01-928 2371 – Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

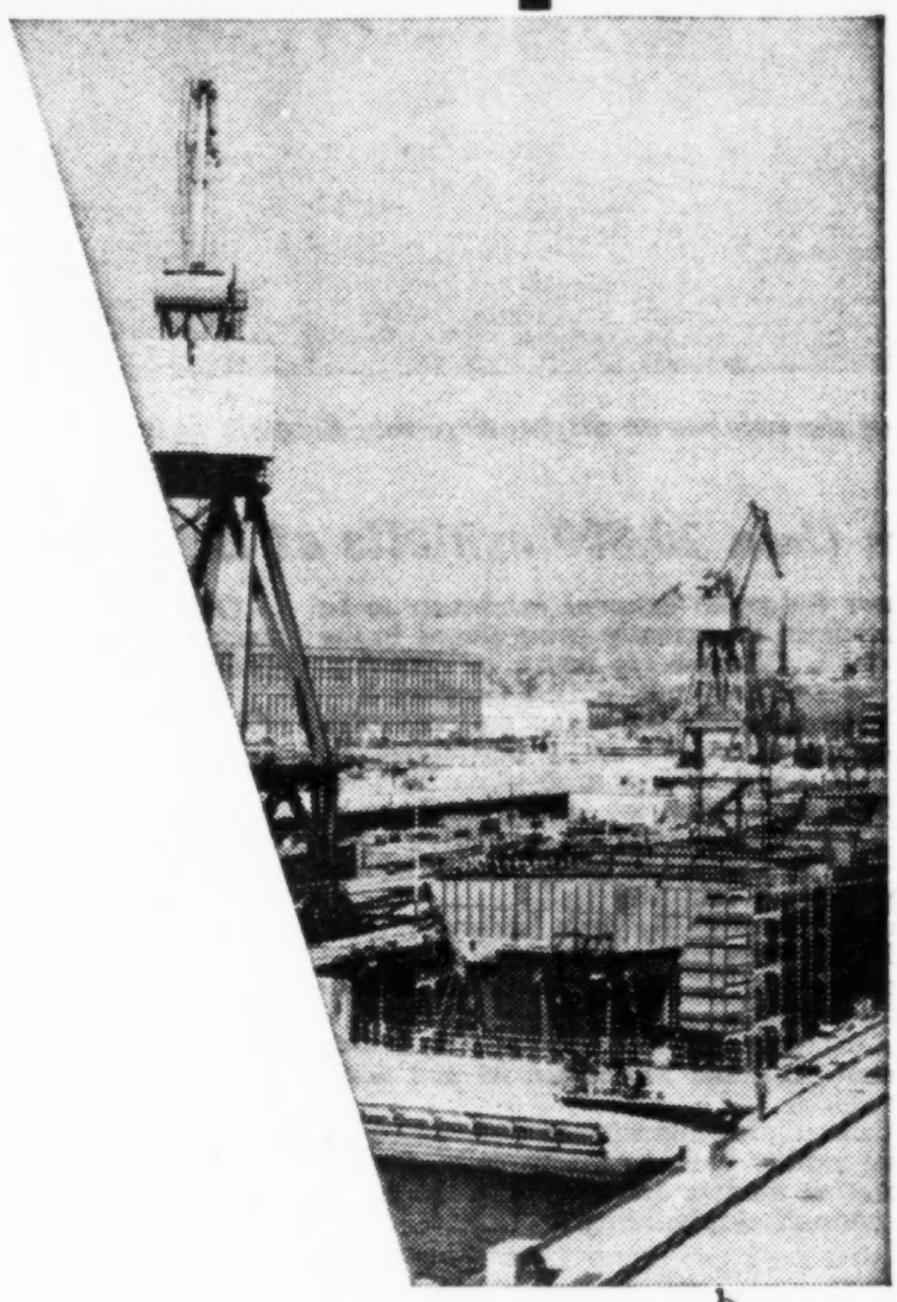
SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

Koraboimpex



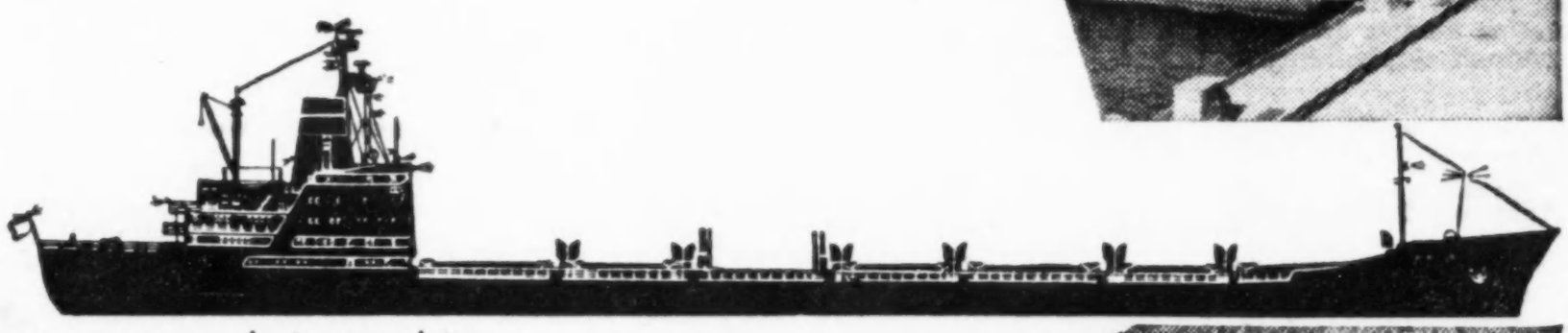
EXPORT AND IMPORT OF SHIPS, SHIP EQUIPMENT AND PORT EQUIPMENT

KORABOIMPEX exports dry cargo ships of up to 38,000 dwt, river-lake, river-sea and sea going tankers of up to 100,000 dwt

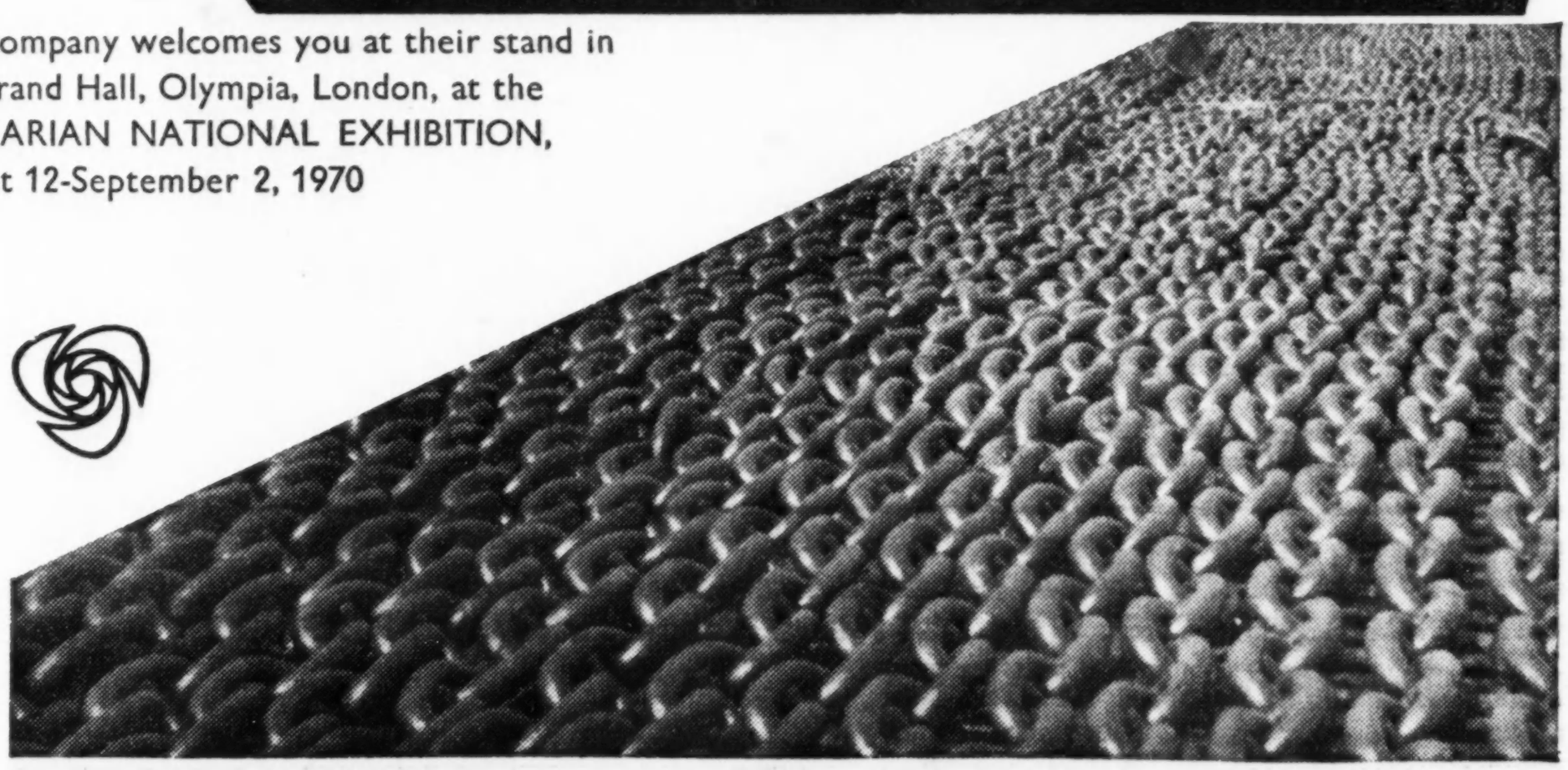
KORABOIMPEX exports fishing trawlers, seiners and sports boats

KORABOIMPEX,
VARNA, BULGARIA,
128 D. Blagoev Blvd.

Cable address: Koraboimpex Varna
Telex: 077550 or 077560



The Company welcomes you at their stand in the Grand Hall, Olympia, London, at the BULGARIAN NATIONAL EXHIBITION, August 12-September 2, 1970



Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

High precision analytical instruments for Buenos Aires

A SELECTION of high precision analytical instruments from the Queen's Award winning company of Pye Unicam Ltd., Cambridge, will be on show at the British Industrial Exhibition (November 5-15) in Buenos Aires, Argentina. The Board of Trade are providing exhibitors at this event with substantial financial support.

Five recently introduced instruments will be making their debut at this powerful export drive. These are the Unicam SP1800, the SP8000, the SP1000, the SP90 Series 2 and the SP600UV sepctrophotometers.

Latest Coles cranes on show

TWO OF the latest British-built telescopic boom cranes, the truck-mounted 30-ton capacity Hydra Truck 300T, and the self-propelled 15-ton capacity Hydra Husky 150T, manufactured by Coles Cranes Ltd., have been shown publicly for the first time in South Africa at the 1970 International Building Exhibition, Johannesburg (August 5-13).

The British section at the event was sponsored by the Building Materials Export Group under the Board of Trade joint venture scheme.

Churchill machine tools at Hanover

CHARLES CHURCHILL LTD., Birmingham, a member of the machine tool division of Tube Investments Ltd., will be showing six of their latest machine tools at the 1970 International Machine Tool Exhibition, Hanover (September 6-15) in the joint venture group sponsored by the Machine Tool Trades Association and the Board of Trade.

Their exhibits, manufactured by three specialist companies, will include at least one completely new machine and others which appear in modified form.

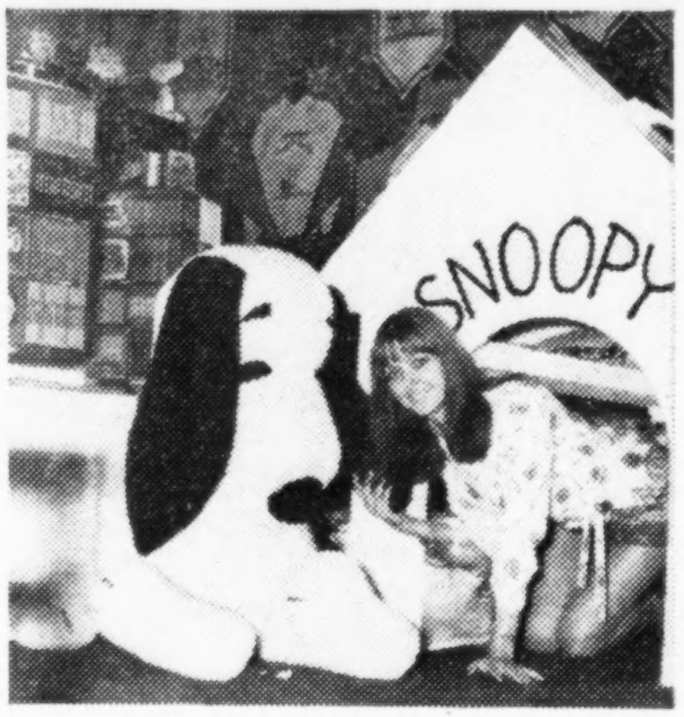
Other Tube Investments machine tool division companies at the exhibition will be Coventry Gauge and Tool Co., Rockwell Machine Tool Co. and Froriep GmbH.

The 'English Look' from Lloyd menswear at Cologne

DRAWING ON buyers' views from previous German fairs, Lloyd Menswear Ltd., London, are introducing at the International Men's Fashion Week in Cologne (August 28-30) a new style in their dressing-gown ranges in the joint venture group sponsored by the Clothing Manufacturers' Federation of Great Britain. The British Menswear Guild are also sponsoring a joint venture in collaboration with the Board of Trade.

For both low and high-priced ranges, this styling is used in wool and man-made fibres. Other dressing-gowns being exhibited include cotton, silk and a new quilted styling.

For those Germans who like the complete 'English look' with their blazers, Lloyd Menswear are showing 'regimental and 'club' silk ties.



Twenty-year-old Nina Huby meets an outsize 'Snoopy' of the Peanuts comic strip. He was on display on the stand of Determined Productions at the International Gifts Fair at Earls Court. (*See report page* 451).

Prosser exhibiting at Wescon

PROSSER SCIENTIFIC Instruments Ltd., Ipswich, are exhibiting their range of instruments at the Wescon show in Los Angeles (August 25-28) as a member of the joint venture organized by the Board of Trade and the Electronic Engineering Association.

technoimpex

TECHNOIMPEX - BULGARIA,

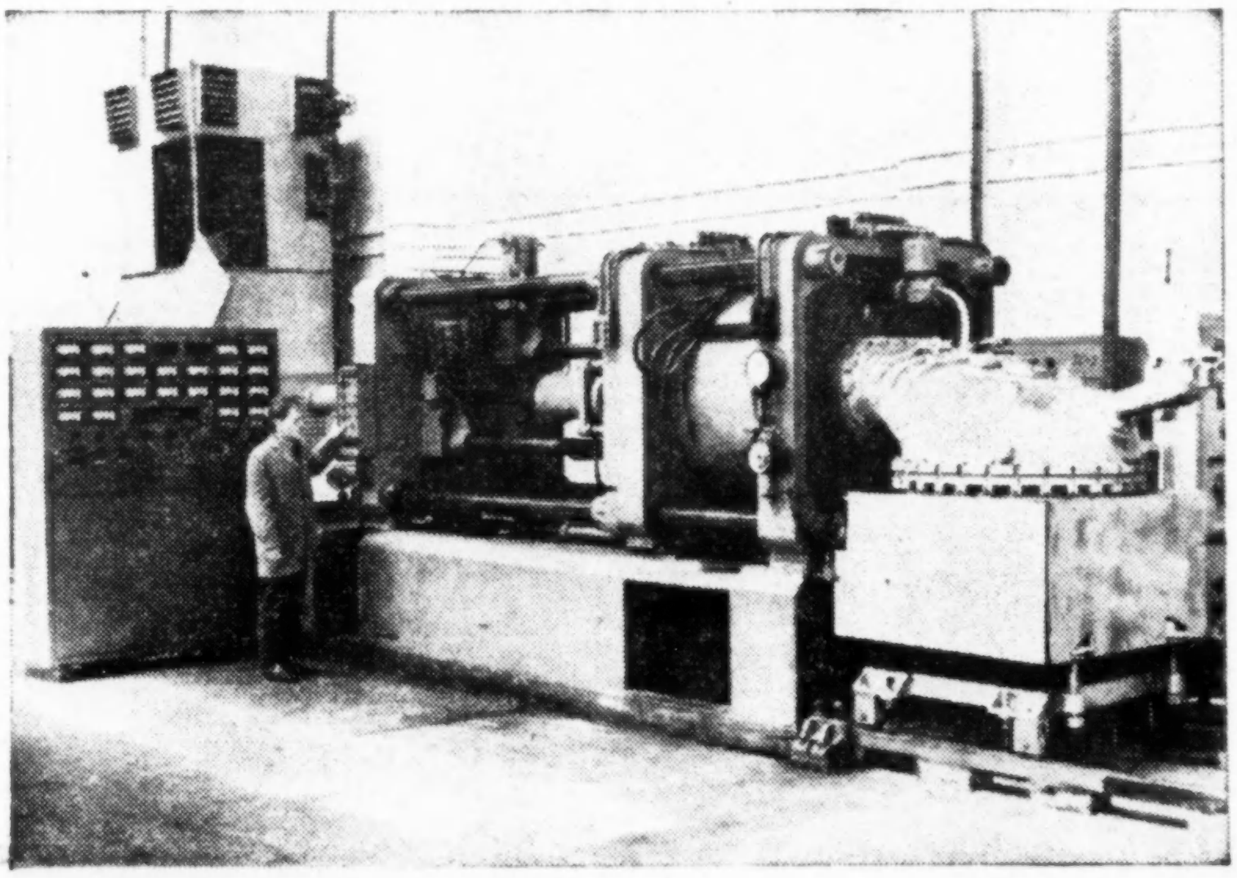
offers an invention of wide importance,

A METHOD FOR CASTING BY COUNTER-PRESSURE

The implementation of the new method ensures control and co-ordination of the factors in casting, using new alloys for moulds, to give thickness and mechanical strength.

For full details contact

SCE "TECHNOIMPEX" SOFIA
10 Graff Ignatiev Str. Telex 22277



BULGARIAN NATIONAL EXHIBITION

GRAND HALL, OLYMPIA, LONDON – 18 AUG.–2 SEPT. 1970

Bulgarian business circles wish to provide a meeting ground at the exhibition for the development of mutual business co-operation in all fields of trade and industry.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the July 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page xviii of the August 19 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Mr. A. D. Oliverio, vice-president, Sales of Keithley Instruments Inc., of Cleveland, Ohio, who market Brookdeal's '400' series of signal recovery instruments throughout the United States, recently visited Brookdeal Electronics Ltd. He is seen here (left) being shown the exterior of Brookdeal's Bracknell factory by Mr. John Roberts, sales manager. Brookdeal have been concentrating on the American market and Keithley's demand for their instruments has risen by over 100 per cent since the beginning of this year.

OUTWARD MISSIONS

Hosiery and knitwear missions in 1971

THE BRITISH HOSIERY & Knitwear Group are organizing a number of overseas selling missions between January and March 1971. The missions, financially assisted by the British National Export Council, will be open to all manufacturers in the knitting industry. A maximum of 20 companies may participate in any mission and priority will be given to members of the group. Further details may be obtained from the group's office at 29 Sackville Street, London, W1X 1DB.

The following programme has been supplied by Mr. A. R. Bicknell, director and secretary of the group: January 10-15, Federal Republic of Germany; January 19-27, Switzerland and Austria; February 1-4, France; February 29-March 11, the Middle East.

Component manufacturers to visit Sweden

THE Electronic Components Board is sponsoring, in conjunction with the BNEC, a trade mission to Sweden from October 18-23. The aims of the mission are to expand the sales of British electronic components in Sweden by the renewal of existing contracts and the exploration of new opportunities, both from the point of view of manufacturers already established in the market and those entering the Swedish market for the first time.

The mission will be accompanied by Mr. Michael G. Mason, deputy general secretary of the ECB, and 10 companies have so far indicated their intention to participate. The closing date for applications is this Friday, August 28. The address of the Board is: Mappin House, 4 Winsley Street, London, W1N 0DT (Tel. 01-580 8562).

Visit to East Africa

MR. J. E. SCHOLEY, sales director of Marryat & Scott Ltd., recently returned from a visit to Kenya during which he examined a number of the company's lift installations and met leading architects.

Marryat & Scott installations in Kenya include a hydraulic lift for the Government press, Nairobi, the first unit of its type in East Africa, and two units at the East African satellite earth station. Marryat East Africa was also responsible for lift and electrical installations at the new Mombasa Beach Hotel.

As a follow-up to Mr. Scholey's visit, a senior engineering representative is now in Kenya studying current lift installations and evaluating new products.

Sales tour of North America

A CONCENTRATED sales tour of the United States and Canada with a view to providing 'exotic food' products to the North American market preparatory to the Christmas buying season began in Los Angeles on August 24 by Mr. A. C. Bryson, export manager of Gordon & Ena Baxter, trading under the name of Best of Scotland Ltd., of Speybank, Fochabers, Morayshire, Scotland.

Mr. Bryson, whose tour will last until October 4, will visit San Francisco, Seattle, Vancouver, Toronto, Ottawa, Quebec, Montreal, New Brunswick and St. John's, Newfoundland. From there he will travel to Chicago, in the Mid-West of the United States, before calling on customers in Houston and Dallas, Texas; Portland, Oregon; Detroit, Michigan; and ending in New York.

Before leaving, Mr. Bryson said: 'I had planned to take part in the Glasgow Chamber of Commerce trade mission to the United States in October, but my company thought that we should try to sell to stores and shops in the North American continent in time for the Christmas buying.'

He will offer various Scottish soups, preserves, smoked salmon, cheeses and shortbread.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01 248 9876, *Ext* 6147)

Export sales representatives from the Middle East, East Africa, and Central South America recently attended an export conference held at Ransomes head office at Ipswich. The conference discussed Ransomes farm machinery export plans for the seventies. Our picture shows delegates which included Mr. Richman, marketing director farm machinery; Mr. Bob Garnham, general sales manager farm machinery; and other export executives grouped around a display of farm implements.

Mr. Charles Greter, top salesman for Bell's Scotch Whisky in Basle, visits Bell's blending and bottling plant, East Mains, near Edinburgh. From left to right: Mr. Iain M. Young, Bell's overseas representative; Mrs. Charles Greter; Mr. Charles Greter; and Mr. J. M. S. Anderson, general manager at East Mains.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Fast reactor technology

The United Kingdom Atomic Energy Authority have entered into an agreement with Atomics International, a division of North American Rockwell Corporation, covering a licence for the Authority's fast reactor fuel technology.

The agreement permits AI to use under licence existing and future UKAEA fuel technology in connection with their own design and sales of fast reactor nuclear power stations in the United States and elsewhere. The agreement also provides for an option on a licence covering the Authority's fuel fabrication information for manufacture by AI of fast reactor fuel.

This agreement, which recognizes Britain's leading position in fast reactor technology, is expected to result in substantial financial return to the Authority over a considerable number of years.

£250,000 order from Australia

BOC-Airco Cryogenic Plant Ltd. have won an order worth about £250,000 from Commonwealth Industrial Gases Ltd., in Australia, for an argon purification plant and a nitrogen generator.

The argon purification plant will be erected at Port Kembla, NSW, where CIG have the largest tonnage oxygen plant in the southern hemisphere; it serves the Australian Iron and Steel Pty. steelworks. The argon unit will have a capacity of 10,000 cu. ft./hr. and will be built at BOC-Airco's Edmonton, London, factory.

£300,000 order from Brazil

Buell Ltd., Birmingham, a Simon Engineering company, have received an order valued at over £300,000 from Brefcon International for the supply of catcracker cyclones for the recovery of catalyst at two refineries being built for Petroles Brasileiro SA (Petrobras) in Brazil. The installations will be completely designed and fabricated in the United Kingdom and shipped to Brazil.

Equipment worth over £1 million

A 730-km (450-mile) microwave radio system supplied by GEC-AEI Telecommunications Ltd., Coventry, to connect Crete with the Greek mainland, is now providing the island with greatly improved telephone, television, and radio-programme services. This system, which connects Crete with Dholiana on the mainland via the islands of Kythira and Antikythira, brings the total value of microwave transmission equipment supplied by GEC to the Hellenic Telecommunications Organization to well over £1 million.

Orders for diesels exceed £4 million

Crossley-Premier Engines Ltd., Openshaw, Manchester, a member company of Amalgamated Power Engineering Ltd., announce that following the securing in January this year of orders for £1 million worth of Crossley-SEMT-Pielstick type PC diesel engines, the value of orders for these engines obtained during the first seven months of 1970 has risen to over £4 million. Over 60 per cent of this total covers engines for owners in, among other countries, Sierra Leone, Yugoslavia, Rumania, Macao, Norway, the United States, and the Federal Republic of Germany. Engines were both for marine propulsion and electricity supply services.

Tractors for port authorities

Orders worth £120,000 have been won by Stephens Tractors, part of the Poole-based Wessex Industries group, for the supply of tractors to port authorities at Casablanca and Lagos.

An order worth £23,000 has also been won by Wessex Industries, in the face of Japanese competition, to supply materials handling equipment to the Kaiser Aluminium Company of Auckland, New Zealand.

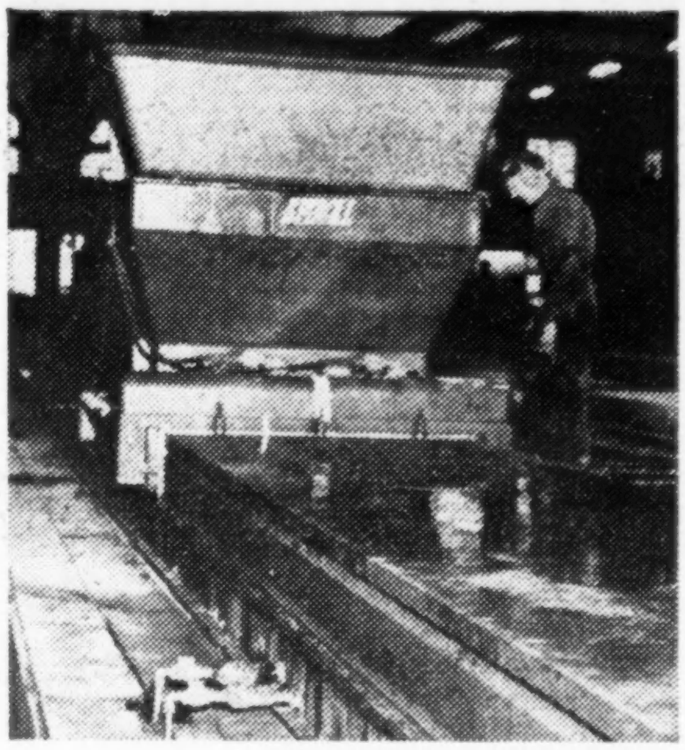
Further studies of River Plate estuary

Following their report, submitted last year to the Direccion Nacional de Construcciones Portuarias y Vias Navegables of the Republic of Argentina, recommending a route for a new dredged channel for ocean-going vessels entering the River Parana de las Palmas, the consulting engineers, Sir William Halcrow & Partners, London, are to undertake further studies of the estuary of the River Plate. In each of the new studies the engineers will co-operate with the Hydraulics Research Station, Wallingford, who are carrying out the tests on the existing model of the River Plate estuary at the HRS which was used in the earlier investigation.

The studies, expected to take about 12 months, will cost approximately £20,000.

Fire extinguishers for Nigeria

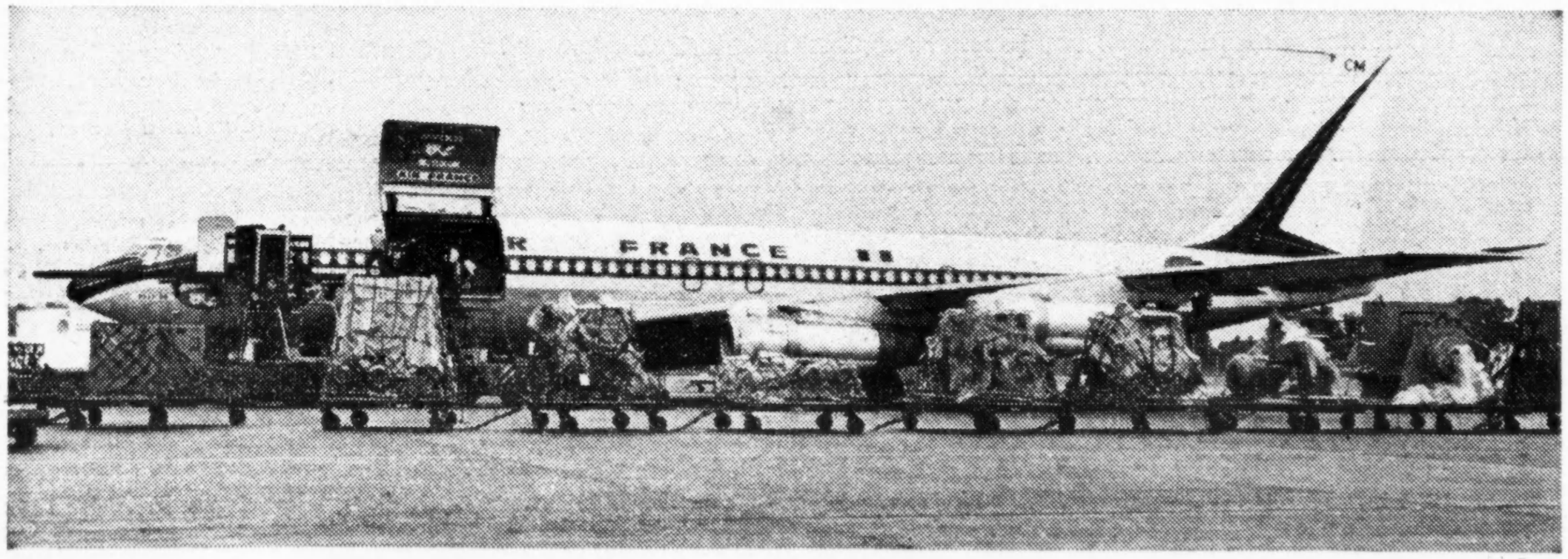
Through the efforts of their distributors in Lagos (Messrs Hughes King), Merryweather & Sons Ltd. have won orders for portable fire extinguishers worth £23,000, and further orders are expected.



Completing the second phase of a continuing agreement with Czechoslovakia, Spiroll (Great Britain) Ltd., the British subsidiary of Spiroll Corporation Ltd., Winnipeg, Canada, recently concluded a £126,000 contract for four complete packages of Spiroll machinery with Strojexport. This sale also includes a large sub-contract of ancillary equipment for CCL stressing jacks and grips, Defiant Diamond Tool saw blades and Crompton Parkinson motors and electrical equipment.

Each production package is capable of extruding over 120,000 sq. metres of prestressed, hollow-core, concrete slab per year.

Our picture shows an extruding machine now installed at the Prefa Olomouc plant in Tovocov, Czechoslovakia.



A British Engineering company, Marshall Richards, Barcro Ltd., of Eastleigh, Hampshire (T. W. Ward Group) have met a vital export deadline on a large wire-drawing machine by dismantling it and squeezing all 35 tons, plus a team of technicians to install it, into a specially chartered Boeing 707 (maximum capacity 36 tons) and flying it 7,000 miles from Heathrow Airport, London, to Vancouver, Canada.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

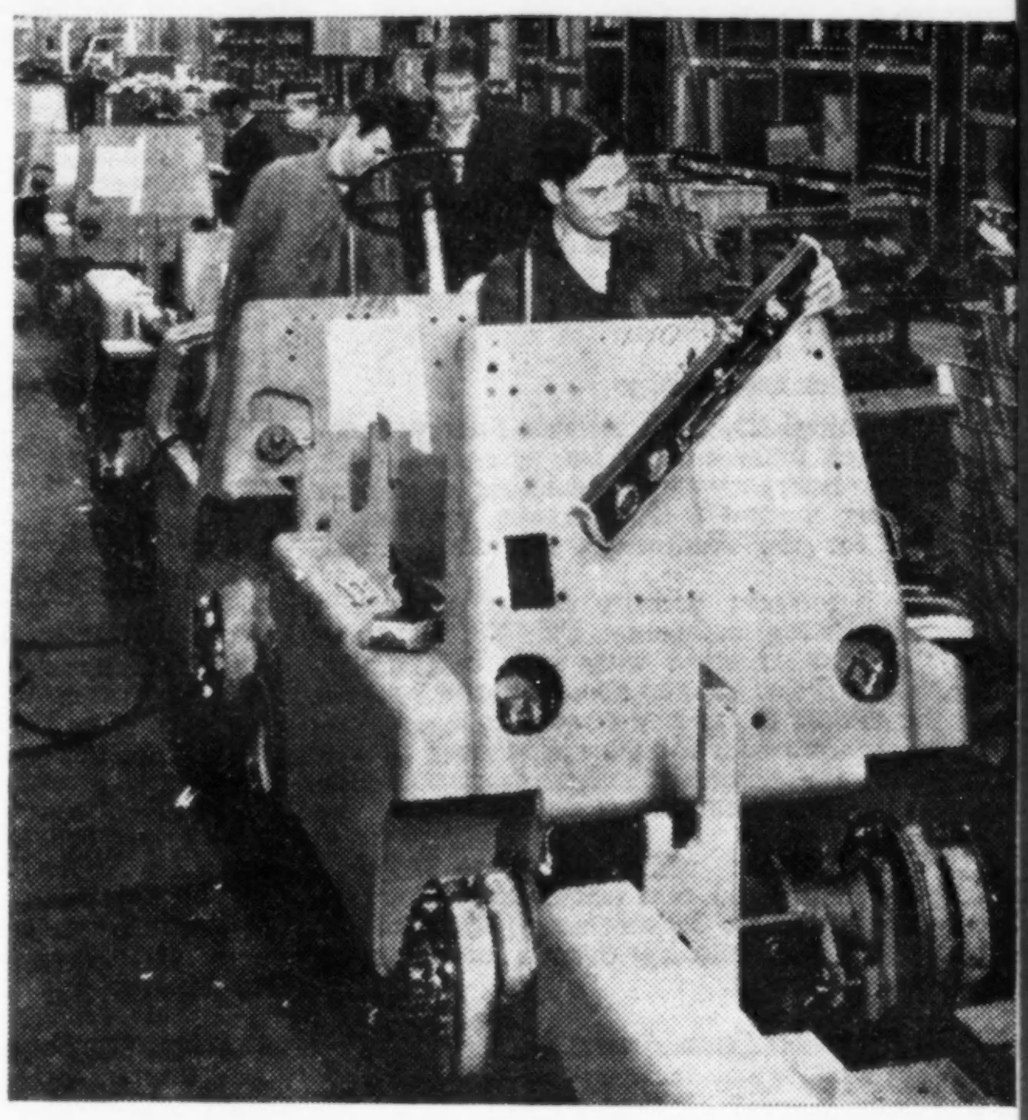
While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, which affect the following agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européenes.*

The French texts of the Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).



As a result of the increase in demand for their lift trucks throughout Europe, Hyster's production plant at Irvine, Scotland, is to be extended by a further 50,000 sq. ft. Production of Hyster lift trucks at Irvine has more than doubled over the last five years and over half of these units have been exported. Picture shows a lift truck production line at Irvine.

WINES

Regulation (CEE) No. 1618/70 relating to the conditions for the control of the sweetening of table wines and of quality wines produced in specific regions (*Journal Officiel* No. L175, dated August 8, 1970).

Regulation (CEE) No. 1633/70 temporarily suspends the application of Article 24 of Regulation (CEE) No. 816/70 (*Journal Officiel* No. L178, dated August 12, 1970).

Regulation (CEE) No. 1634/70 relates to imported wines coming from Turkey (*Journal Officiel* No. L178, dated August 12, 1970).

Harmonization of legislation—vehicle laws

THE *Journal Officiel des Communautés Européennes,* No. L176, dated August 10, 1970, contains the texts of two Directives as listed on next page.

(*Continued on next page*)

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

RH
ESTABLISHED
1860

Directive No. 70/387/CEE concerns the harmonization of member States' legislation relating to doors for motor vehicles and their trailers.

Directive No. 70/388/CEE concerns the harmonization of member States' legislation relating to the sound level of hooters for motor vehicles.

The French texts of these Directives may be seen on application to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/5).

FRANCE

Global quota for preserved tunny fish

THE FRENCH *Journal Officiel* of August 7 announced the opening of a quota for the import of preserved tunny fish (Tariff No. 16.04 E) originating in and imported from all countries other than those of the Franc Zone and member countries of the EEC.

Import licence applications on Form AC should be sent to the Direction générale des douanes et droits indirects, (division des échanges E) 8 rue de la Tour des Dames, Paris, 9e, together with an agreement to abide by the price and trade conditions as defined by Government Policy. Applications will be examined as and when received.

Importers wishing to participate in this quota are therefore invited first to contact the Direction générale du commerce interieur et des prix, service du commerce, premiére sous-direction, bureau Modernisation et animation des circuits commerciaux, 41 Quai Branly, Paris, 7e, who, after examination of the requests, will return to the importer an endorsed copy of his undertaking. The importers should attach it to his application form AC as stated above.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

Duty free quotas for unwrought magnesium

FOLLOWING EEC Regulations No. 2615/69 and 1495/70 the French *Journal Officiel* of August 6 announced additional allocations for certain products in the list of duty-free quotas for 1970 published in the *Board of Trade Journal* of January 14, 1970 (page 124). The products and amounts are as follows:

Tariff No.	Description	Amount (metric tons)
77.01 A	Unwrought magnesium containing by weight 99.8% or more of pure magnesium:	7
77.01 A	Unwrought magnesium containing by weight less than 99·8% of pure magnesium	14
77.01 A	Unwrought magnesium containing by weight less than 99·8% of pure magnesium	14

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

Customs tariff modifications

THE FRENCH *Journal Officiel* of July 24, announced amendments to the Customs Tariff in accordance with EEC Regulation 1203/70, of June 26, 1970. The following products should be classified under the following tariff headings when:

(a) The weight per square metre is more than 3,000 grammes.
68.08 Articles of asphalt or of similar material (for example, of petroleum bitumen or coal tar pitch)

(b) The weight per square metre is 3,000 grammes or less:
48.07 Paper and paperboard, impregnated, coated, surface-coloured, surface decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49) in rolls or sheets.

C Tarred, bitumenized, asphalted, reinforced or not, whether or not coated with sand or similar products

When not falling within 48.07 because of the provisions of Note IV of Chapter 48, products should be classified under sub-heading:

48.15 Other paper and paperboard, cut to size or shape:
B Other

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

Import regulations for meat

THE FRENCH *Journal Officiel* of August 9 announced that the following establishments should be added to the list of abattoirs and processing concerns in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities:

Name and address	Approval No.
Abattoirs	
Inverurie Scotch Meat Co. Ltd., North Street, Inverurie	S.20
John Scott and Son Ltd., Blakely Road, Saltcoats, Ayrshire	S.21
FMC (Meat) Ltd., Abattoir, 50 Bridge Road, Weston-super-Mare, Somerset	EWS. 30
Haverhill Meat Products Ltd., Little Wratting, Nr. Haverhill, Suffolk	EWS. 40
Processing establishments	
W. A. Baxter and Sons Ltd., Fochabers, Morayshire	SP. 1

The following concerns should be deleted from the approved list.

Name and address	Approval No.
J. Sainsbury Ltd., Little Wratting, Nr. Haverhill, Suffolk	EWS. 40
W. Fishwick & Son, Near Wigan, Lancs.	EWP. 14

Inquiries relating to this notice should be addressed to Tariff Section Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quota for the second half of 1970. Applications should be presented from August 15 to September 15.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
55	Phonographs, dictaphones and other apparatus for sound recording and production	12,100,000

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

HUNGARY

Fourth Five Year Plan (1971-1975)

THE DRAFT-OUTLINE of the Hungarian 1971-75 Five Year Plan has now been published. While some of the details will certainly be amended, the main outlines are likely to stand and the whole provides an interesting indication of how the Hungarian economy is forecast to develop in the next five years.

Industrial sectors which are designated for rapid development are:

(a) The building and building materials industry,
(b) The power system,
(c) Industrial products for agriculture, and the industrial processing of agricultural goods,
(d) The chemical industry (partly to develop substitutes for natural materials unobtainable in Hungary),
(e) Processing capacities for available raw materials, including aluminium and petroleum products,
(f) Heavy vehicles,
(g) Instruments and telecommunications, including computers.

An analysis of the draft outline of the 1971-75 Plan can be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2258 or 3463).

LIBYA

Cholera outbreak

THE LIBYAN Ministry of Health has confirmed the existence of a limited number of cases of cholera and it is understood that visitors entering the country will be required to produce valid certificates of innoculation.

A programme of mass innoculation of the resident population began on August 19.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

ISRAEL

Regulations concerning use of cyclamates

THE ISRAELI Ministry of Health has issued regulations regarding the use of cyclamates in food products.

Details of these regulations are available and inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Tariff amendments

THE BOARD OF TRADE have received details of some amendments to the Israeli tariff. The following are the tariff numbers affected.

07.03	29.14	70.14
17.05	34	19
20.01	43.03	84.61
02	70.04	63
07	05	96.02

A new item has been added to the Customs Tariff and Exemptions Ordinance in respect of buses used exclusively for tours and excursions of tourists arriving in Israel by air or sea.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

GHANA

Notice to importers

THE following notice was published in the Ghana *Commercial and Industrial Bulletin* of July 24:

Notice to Importers No. 344

The Ministry of Trade, Industries and Tourism announces for the information of Importers and the general public that with immediate effect a ban is imposed on the importation of the undermentioned commodity from all sources: —

Description	Customs Item No.
U.2 Battery	729-119

2. Any such goods imported in breach of the ban shall be subject to forfeiture and the importer renders himself liable to the penalties prescribed under the law.

Any inquiries relating to this notice shouldbe addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

KUWAIT

Cholera

ALL TRAVELLERS entering Kuwait will be innoculated against cholera on arrival unless they have a valid innoculation certificate.

Inquiries to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

BAHRAIN

Cholera

TRAVELLERS entering Bahrain from Lebanon, Kuwait, Saudi Arabia and Gulf States will be innoculated against cholera on arrival unless they have a valid innoculation certificate.

Inquiries to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

AFGHANISTAN

Metric system regulations

THE BOARD OF TRADE has received details of Afghanistan's metric system regulations which became law on May 20, 1970.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

MALAYSIA

Import control

Pressure containers

THE MALAYSIAN *Government Gazette* dated July 16, 1970 publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 13) Order, 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods
73 24 900	Compressed gas cylinders and similar pressure containers, of iron or steel, other than seamless cylinder

This order means that the goods shown are now subject to special import licensing when imported into the States of Malaya *from any country*. Notice to Importers No. 7/70 in West Malaysia states that Import Licences will be issued every three months, the first three month period beginning on July 16, 1970 and ending on October 15, 1970.

Prepared or preserved fish

THE MALAYSIAN *Government Gazette* dated July 30, 1970 publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 14) Order, 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods
16 04	Prepared or preserved fish, including caviar and caviar substitutes:
	In airtight containers:
100	Sardines
101	Herrings and brislings
102	Pilchards
103	Salmon
104	Sauries
105	Tuna
107	Horse mackerels
400	Other

This order means that the goods shown are subject to special import licensing when imported into the States of Malaya *from any country*. Notice to Importers No. 9/70 in West Malaysia states that Import Licences will be issued every three months, the first three month period beginning July 30, 1970 and ending October 29, 1970.

Inquiries regarding these notices should be made to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401, 468, 469).

WE PUBLISH ANNUALLY a 2 vol book listing directories and 3,000 overseas newspapers and periodicals. £5

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

HUNGARY
MEDICAL SCIENCE BOOKS
In English
The Theory of Active Reflexes. 131 pages, £2 15s. 0d. Karyometric Investigations. 346 pages, £6 6s. 0d. Parowysmal Tachycardis. 382 pages. £4 10s. 0d. Cancer of the Prostate. 374 pages. £5 15s. 0d.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details of our service representing publishers for 18 years.

PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Tariff changes

DETAILS ARE GIVEN BELOW of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on August 4, 1970 and include those consequent upon Tariff Board inquiries into the following goods: (in the case of footwear, the effective date is August 5, 1970).

1. Cinematograph projectors
2. Breathing appliances and artificial respiration apparatus
3. Relays
4. Vulcanised rubber sheets
5. Calcium carbide
6. Footwear with non-leather uppers, etc.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1970

Tariff Item	Goods	Rate of duty	
		General	Preferential
Omit sub-item 28.56.1, *insert* the following sub-item:			
28.56.1	Calcium carbide	40%, and $23·33 per ton	40%
Omit sub-items 40.08.2 and 40.08.9, *insert* the following sub-item:			
40.08.9	Other	40%	25%
Omit paragraph 70.20.22, *insert* the following paragraph:			
70.20.22	Cord and cordage; braids including tubular braids; woven fabrics of a kind ordinarily used for industrial purposes, but not including fabrics of a kind used solely or principally as insect screening	40%	30%
Omit sub-item 85.19.1, *insert* the following sub-item:			
85.19.1	Relays; devices for telephone or telegraph use, as follows: (a) Cable boxes, unprotected; (b) devices for junctioning telephone and telegraph wires and cables; (c) keys, (d) lamp sockets for switch boards; (e) protective apparatus; (f) resistance coils and spools:		
85.19.11	Relays for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.01, 87.02.1, 87.03.9, or paragraph 87.14.11	35%	27½%
85.19.12	Other relays	30%	20%
85.19.13	Devices for telephone or telegraph use, as follows: (a) Cable boxes, unprotected; (b) devices for junctioning telephones and telegraph wires and cables; (c) keys; (d) lamp sockets for switch boards; (e) protective apparatus; (f) resistance coils and spools	47½%	22½%
Omit paragraph 85.19.24			
In paragraph 85.19.25, omit 'and relays'			
Omit sub-item 90.08.2, *insert* the following sub-item:			
90.08.2	Projectors; sound reproducers for projectors; projectors combined with sound reproducers;		
90.08.21	Projectors having a film width capacity of 8 millimetres, being projecters the design of which does not include provision for the reproduction of sound	$10 each	$10 each less 10%
90.08.22	Parts for projectors of a kind falling within paragraph 90.08.21	40%	30%
90.08.29	Other	7½%	Free
Omit item 90.18, *insert* the following item:			
90.18	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):		
90.18.1	Breathing appliances of a kind designed to enable the wearer to breathe under water	7½%	Free
90.18.9	Other	30%	20%

Footwear

Omit items 64.01 to 64.04 (inclusive), *insert* the following items:			
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:		
64.01.1	Ski boots; footwear of expanded rubber and of a kind used solely or principally in conjunction with diving dress	7½%	Free
64.01.2	Thong sandals entered for home consumption on or before June 30, 1975	To and including June 30, 1971 – 45%, or if higher $0·25 per pair	To and including June 30, 1971 – 25%, or if higher, $0·20 per pair
		From and including July 1, 1971 to and including June 30, 1973 – 45%, or if higher, $0·18 per pair	From and including July 1, 1971 to and including June 30, 1973 – 25%; or, if higher, $0·18 per pair less 20%
		From and including July 1, 1973 – 45%, or, if higher, $0·10 per pair	From and including July 1, 1973 – 25%; or, if higher, $0·10 per pair less 20%
64.01.3	Goloshes in sizes exceeding size 1 in the second series of footwear sizes or the equivalent, entered for home consumption on or before June 30, 1971	45%; or, if higher, 12½% and $0·55 per pair	30%, or, if higher, $0·55 per pair
64.01.4	Other goloshes entered for home consumption on or before June 30, 1971	45%; or, if higher, 12½% and $0·35 per pair	30%, or, if higher, $0·35 per pair
64.01.5	Goloshes entered for home consumption on and after July 1, 1971, and on or before June 30, 1975	From and including July 1, 1971 to and including June 30, 1973 – 45%, or, if higher, $0·45 per pair	From and including July 1, 1971 to and including June 30, 1973, 30%, or, if higher, $0·45 per pair less 12½%
		From and including July 1, 1973 – 45%, or, if higher, $0·30 per pair	From and including July 1 1973 – 30%; or, if higher $0·30 per pair less 12½%
64.01.6	Other footwear in sizes exceeding size 1 in the second series of footwear sizes or the equivalent entered for home consumption on or before June 30 1971	45%; or, if higher, 12½% and $0·55 per pair	25%, or, if higher, $0·55 per pair
64.01.7	Other footwear in other sizes, entered for home consumption on or before June 30, 1971	45%; or, if higher, 12½% and $0·35 per pair	25%, or, if higher, $0·35 per pair
64.01.8	Other footwear entered for home consumption on and after July 1, 1971, and on or before June 30, 1975	From and including July 1, 1971 to and including June 30, 1973 – 45%, or, if higher, $0·45 per pair	From and including July 1 1971 to and including June 30, 1973 – 25%, or, if higher, $0·45 per pair less 12½%
		From and including July 1, 1973 – 45%, or, if higher, $0·30 per pair	From and including July 1 1973 – 25%; or, if higher $0·30 per pair less12½%
64.01.9	Other:		
64.01.91	Goloshes	45%	30%
64.01.99	Other	45%	25%
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within item 64.01) with outer soles of rubber or artificial plastic material:		
64.02.1	Ski boots	7½%	Free
64.02.2	Footwear with uppers of leather not being ski boots	45%	25%
64.02.3	Sand boots and shoes in sizes exceeding size 1 in the second series of footwear sizes or the equivalent, entered for home consumption on or before June 30, 1971	45%; or if higher, 12½% and $0·55 per pair	30%, or if higher, $0·55 per pair
64.02.4	Other sand boots and shoes, entered for home consumption on or before June 30, 1971	45%; or, of higher, 12½% and $0·35 per pair	30%, or, if higher, $0·35 per pair
64.02.5	Sand boots and shoes entered for home consumption on and after July 1, 1971 and on or before June 30, 1975	From and including July 1 1971 to June 30, 1972 – 45%, or, if higher, $0·45 per pair	From and including July 1, 1971 to June 30 1973 – 30%; or, if higher, $0·45 per pair less12½%
		From and including July 1, 1973 – 45%, or, if higher, $0·30 per pair	From and including July 1 1973 – 30%; or, if higher, $0·30 per pair less 12½%
64.02.6	Other footwear in sizes exceeding size 1 in the second series of footwear sizes or the equivalent, entered for home consumption on or before June 30, 1971	45%; or, if higher, 12½% and $0·55 per pair	25%, or, if higher, $0·55 per pair

(Continued on next page)

AUSTRALIA, *continued*

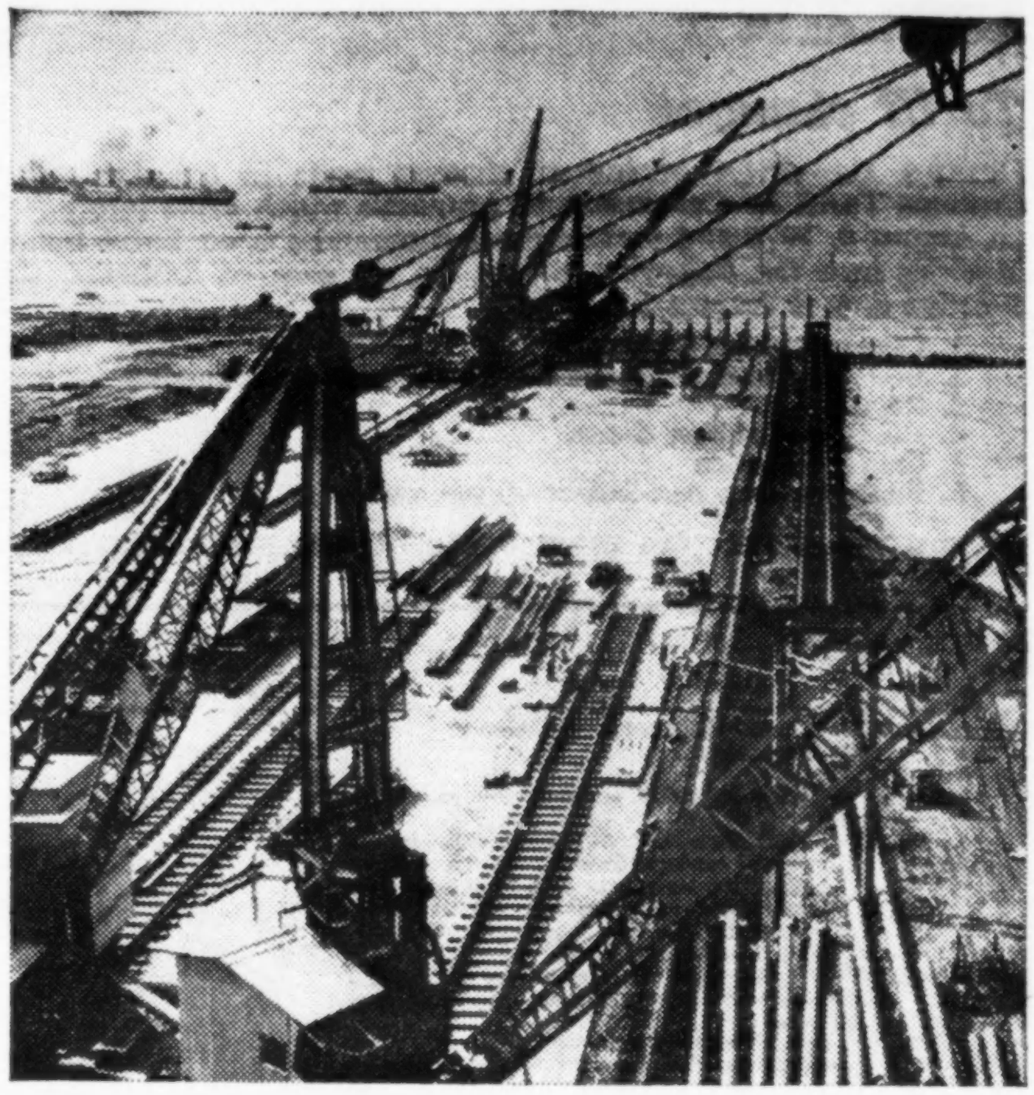
Tariff Item	Goods	Rate of duty	
		General	Preferential
64.02.7	Other footwear in other sizes, entered for home consumption on or before June 30, 1971	45%; or, if higher, 12½% and $0·35 per pair	25%, or, if higher, $0·35 per pair
64.02.8	Other footwear entered for home consumption on and after July 1, 1971 and on or before June 30, 1975		
		From and including July 1, 1971 to and including June 30, 1973 – 45%, or if higher, $0·45 per pair	From and including July 1, 1971 to and including June 30, 1973 – 25%; or, if higher, $0·45 per pair less 12½%
		From and including July 1, 1973 – 45%, or, if higher, $0·30 per pair	From and including July 1 1973 – 25%; or, if higher $0·30 per pair less 12½%
64.02.9	Other:		
64.02.91	Sand boots and shoes	45%	30%
64.02.99	Other	45%	25%
64.03	Footwear with outer soles of wood or cork:		
64.03.1	Ski boots	7½%	Free
64.03.9	Other	45%	25%
64.04	Footwear with outer soles of other material:		
64.04.1	Ski boots	7½%	Free
64.04.9	Other	45%	25%
Omit sub-item 64.05.1, *insert* the following sub-item:			
64.05.1	Outer soles and thongs, of rubber or artificial plastic material or combinations thereof, of a kind suitable for use in thong sandals, entered for home consumption on or before June 30, 1975:		
64.05.11	Thongs	To and including June 30, 1971 – 45%, or, if higher, $0·04 each	To and including June 30, 1971 – 25%; or, if higher, $0·04 each less 20%
		From and including July 1, 1971 to and including June 30, 1973 – 45%, or, if higher, $0·03 each	From and including July 1, 1971 to and including June 30,1973 -25% or, if higher $0·03 each less 20%
		From and including July 1, 1973 – 45%, or, if higher, $0·02 each	From and including July 1 1973 – 25%; or, if higher, $0·02 each less 20%
64.05.12	Soles	To and including June 30, 1971 – 45%, or, if higher, $0·08 each	To and including June 30, 1971 – 25%; or, if higher, $0·08 each less 20%
		From and including July 1, 1971 to and including June 30, 1973 – 45%, or, if higher, $0·06 each	From and including July 1, 1971 to and including June 30, 1973 – 25%; or, if higher, $0·06 each less 20%
		From and including July 1, 1973 – 45%, or, if higher, $0·04 each	From and including July 1 1973 – 25%; or, if higher, $0·04 each less 20%

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319).

Dumping cash securities: cheese

THE BOARD OF TRADE has been notified by the British High Commission in Canberra, that pending the result of the current Tariff Board inquiry, interim anti-dumping action, in the form of cash securities, has been introduced by the Australian Department of Customs and Excise on cheeses, other than cheddar which are entered into Australia for home consumption on and after September 8, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 786/70.



Substantial progress is being made by a joint venture of Taylor Woodrow International Ltd. of London and Dillingham Overseas Corporation of Honolulu on the Port of Singapore Authority's £6½ million project for developing a container complex at East Lagoon. The first section, a 700 ft. long feeder wharf (pictured above) now nearing completion, is expected to be handed over shortly, some three months ahead of schedule.

Simplification of the Australian customs tariff

A NOTICE was published in the *Board of Trade Journal* of July 29, 1970, giving details of the simplification of the Australian customs tariff.

Draft chapters of the revised tariff will be published, and one month allowed (from the date of publication) by the Australian authorities for objections.

Drafts of the following chapters were published on August 13, and are available in the Commercial Relations and Exports Department of the Board of Trade, who will supply details on request.

7. Vegetables, fresh, chilled
9. Coffee; tea; spices
11. Flour; starch
13. Vegetable extracts
16. Meat and fish preparations
19. Cereal preparations
34. Soap; surface active agents
36. Explosives; combustibles
54. Flax, ramie
56. Man-made fibres, discontinuous

Is the Tender you have received from abroad all Greek to you – or just double Dutch?

Then, dear Tender people, why not have it translated by

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

OR

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

Drafts of the following chapters were published on August 21, and are also available.

29. Organic chemicals
32. Tanning and dyeing extracts: paints and varnishes
35. Albuminoidal substances; glues
40. Rubber and synthetic rubber and articles thereof
41. Rawhides and skins (other than furskins) and leather
42. Articles of leather
45. Cork and articles of cork
46. Basketware and articles of straw
50. Silk and waste silk
58. Carpets; tapestries; chenille fabrics

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318 or 2319) quoting reference No. CRE 30848.

NEW ZEALAND

Customs tariff changes

THE NEW ZEALAND Government has issued orders which came into force on June 19, changing certain items in the New Zealand Customs Tariff. The chapters concerned are listed below: 29, 39, 48, 83, 84.

These changes are being published in full by the new computerized Export Intelligence Service and information is also available from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469).

Inquiry into electrical measuring, checking, etc. instruments and appliances

THESE GOODS were proposed for import licence exemption on October 2, 1969 but have remained under control pending an inquiry by the Emergency Protection Authority into applications for the temporary protection of New Zealand made goods covered by the tariff item 90.28.00. Details of this possible temporary protection were given in the *Board of Trade Journal* of February 4, page 332.

As this item is also included in the terms of reference of an inquiry which the Minister of Customs has asked the Tariff and Development Board to conduct into the protection afforded to a wide range of instruments and appliances manufactured in New Zealand, he has decided that it would now be inappropriate for the Authority to consider the applications for temporary protection and that manufacturers who wish to participate in the Board's public inquiry should lodge their evidence with the Board in the usual manner.

The public inquiry will take place in Wellington on Tuesday, October 13, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, September 25.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegrahic address 'Transtrade', Tel. Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 823/69.

Tariff and Development Board report

COPIES OF the following New Zealand Tariff and Development Board report have been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
84.11.09	Vacuum pumps, other kinds

Emergency Protection Authority inquiry on glassine paper

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means o temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of glassine paper.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below:

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 48.03.05	Cwt.	Free	Free	Free
Ex 48.03.09	Cwt.	Free	Free	Free

The Emergency Protection Authority is required to report to the Minister by September 11, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence, is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 833/69.

PERU

Prohibition lifted on zinc oxide

SUPREME DECREE No. 179-70-EF of July 17, 1970, lifts the prohibition on importation of transparent and active zinc oxides into Peru.

Brussels Nomenclature	Description
28.19.0.01	Zinc oxide and zinc peroxide

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

ARGENTINA

Changes of import duty on ships, boats and hovercraft

DECREE No. 52, published by the Argentine Government in accordance with its policy of promoting the national Merchant Navy, makes some alterations to rates of import duty on marine hovercraft (air-cushion vessels) classified under Tariff heading 88.02, and on a number of goods in the following headings:

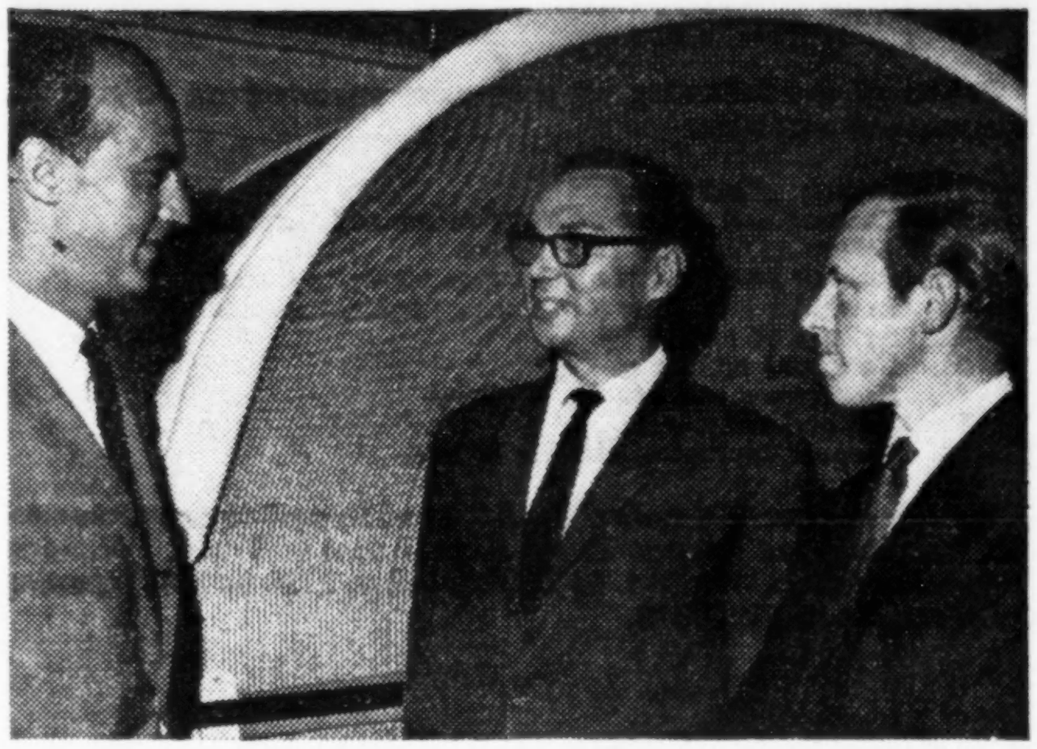
Tariff No.	Description
89.01	Ships, boats and other vessels not falling within any other heading of Chapter 89
89.02	Tugs
89.03	Light-vessels, fire-floats, dredgers of all kinds, floating cranes, and other vessels the navigability of which is subsidiary to their main function; floating docks

As a result of this decree, provision is now made in the Tariff fo- exemptions and reductions of import duty, subject to specific authorizar tion from the government and to compliance with the following conditions:

(1) Inclusion of the imported vessel in the national register.

(2) In most cases the importer must, within 5 years, place orders with national shipyards for vessels equal to 50 per cent of the f.o.b. price of those imported. (This requirement does not apply to importers of hovercraft).

Full details of these duty changes, and an unofficial translation of Decree No. 52 may be obtained from Tariff Section of Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).



From left to right: Mr. Manuel Brentegani, divisional director, Canada, for Fenner International; Mr. D. M. Parkes of McIntyre Porcupine Mines Ltd., Coal Division, Grande Cache; and Mr. Jack Davis, manager, Fenaplast Sales, Fenner International. Mr. Parkes was visiting the Fenner factory in Hull, Yorkshire, and is seen after examining a shipment of Fenaplast fire resistant colliery conveyor belting – part of an order totalling 30 miles in length, destined for use in the Smoky River, coal mining project in Grande Cache, Alberta, Canada. McIntyre Porcupine is to supply over 30 million tons of coking coal, over a period of 15 years to a consortium of Japanese steel mills.

CHILE

Import duty amendments

THERE HAVE recently been a number of amendments to the Chilean Import Tariff. The goods affected come in the following categories:

Tariff No.	Description
04.05	Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not
28.05	Alkali, alkaline-earth and rare earth metals; mercury
Chapter 48	Paper and paperboard; articles of paper pulp, of paper or of paperboard
Chapters 73-83	Base metals and articles of base metal
Chapter 84	Boilers, machinery and mechanical appliances; parts thereof
Chapter 85	Electrical machinery and equipment; parts thereof
Chapter 88	Aircraft and parts thereof
Chapter 89	Ships, boats and floating structures
Chapter 90	Optical, photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus: parts thereof
92.13	Sapphires and diamonds for sound recording or reproduction
93.07	Bombs, grenades, torpedoes, mines, guided weapons and missiles and similar munitions of war and parts thereof; ammunition and parts thereof, including cartridge wads; lead shot prepared for ammunition
95.08	Moulded or carved articles of wax, of stearin, of natural gums or natural resins (for example, copal or rosi n) or of modelling pastes, and other moulded or carved articles not elsewhere specified or included; worked unhardened gelatin (except gelatin falling within heading No. 35·03. and articles of unhardened gelatin
96.02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops
98.03	Fountain pens, stylograph pens and pencils (including ball point pens and pencils) and other pens, pen-holders, pencil-holders and similar holders, propelling pencils and sliding pencils; parts and fittings thereof, other than those falling within heading No. 98.04 or 98.05
98.04	Pen nibs and nib points
98.08	Typewriter and similar ribbons, whether or not on spools; ink-pads, with or without boxes
99.01	Paintings, drawings and pastels, executed entirely by hand (other than industrial drawings falling within heading No. 49.06 and other than hand-painted or hand-decorated manufactured articles)
99.03	Original sculptures and statuary, in any material

The changes include some exemptions from import duty and reductions in the rate payable; in a number of cases these have been introduced as a temporary measure.

Firms requiring information should specify the goods in which they are interested, and address their inquiries to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

ECUADOR

Increased prior deposit rates

DECREE 469 of May 12, effective August 1, increased the rates of prior deposit levied on the cif value of Ecuadorean imports to the following amount:

Prior Import Deposit	For credit terms of	0/90 days	91/180 days	181/270 days	271/365 days	1/2 years	2/5 years	Over 5 years
Per cent of cif value	List 1	67·5	56·25	45·00	33·75	22·50	11·25	4·50
	List 2 (a)	135·00	112·50	90·00	67·50	45·00	22·50	9·00
	List 2 (b)	240·00	200·00	160·00	120·00	80·00	40·00	16·00
	List 2 (c)	300·00	250·00	200·00	150·00	100·00	50·00	20·00
	List 2 (d)	450·00	375·00	300·00	225·00	150·00	75·00	30·00

Reduction of stabilization surcharges

ECUADOREAN DECREE 47 of July 6 reduces the stabilization surcharges on imports under list 2 introduced under Decree 469, as follows:

	Old rate (Decree 469)	New
	Per cent	Per cent
A.	38	20
B.	43	20
C.	45	20
D.	55	30

The surcharge levied on List 1 goods remains unchanged at 20 per cent.

Inquiries about these notices may be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

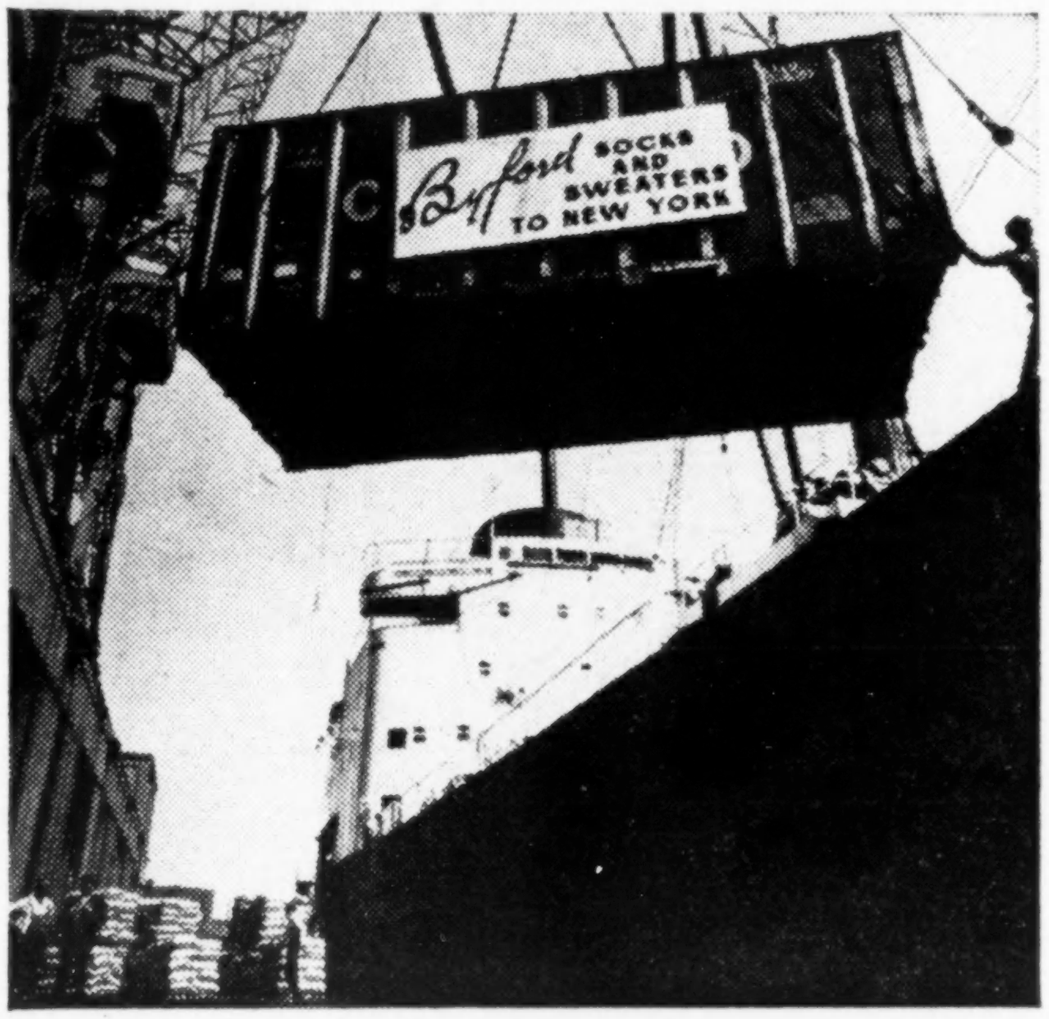
MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

MILITARY STEEL HELMETS. British Mark IV, unused, and in original cartons of 5 (suitable for shipment) complete with chin straps and inners, assorted sizes, 30,000 for immediate disposal. Victoria Industrial Contracts Limited, Victoria House, St. Margarets Avenue, London, N.20. (Subject to Export Licence.)

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.



This container being loaded onto a Cunarder at Liverpool contains 17,000 *pairs of Byford socks and nearly* 6,000 *Byford sweaters. The container method is now D. Byford Co. Ltd.'s principal means of shipping merchandise in bulk to North America.*

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance 1950

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the above law: Screen mesh of all kinds.

The Trinidad and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law: Electronic components and devices, packaging specialities, and umbrellas.

'Pioneer manufacturers' of these products will enjoy income tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for 'pioneer' status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission (Commercial Section), PO Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

UNITED STATES

Trade regulation rule—electric incandescent light bulbs

(The following notice was not published in all issues of the *Board of Trade Journal* of August 19).

THE *Board of Trade Journal* of August 20, 1969, announced that the United States Federal Trade Commission had under consideration two alternative proposals for trade regulation rules for the sale of large household incandescent light bulbs for general lighting.

After consideration of all comments received, the Commission has adopted the second alternative proposal, which provides for certain prescribed rated lives of light bulbs, when terms such as 'standard life,' 'medium life,' and 'long life' are used. This becomes effective on January 25, 1971.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 23.7.70.

Tyre identification and record keeping

THE *Board of Trade Journal* of June 17, 1970 gave notice of an amendment to the National Traffic and Motor Vehicle Safety Act of 1966. This provided for manufacturers and brand name owners of new and retreaded tyres to maintain records to facilitate notification of purchasers of tyre defects and authorized the establishment of procedures to achieve this.

The National Highway Safety Bureau has now announced proposals for the establishment of an effective system for tyre identification and record keeping. Interested persons may submit written comments not later than September 4, 1970 to the National Highway Safety Bureau.

Further details about this notice may be obtained from Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 23.7.70.

Guides for wig and hair-piece industry

THE UNITED STATES Federal Trade Commission has issued a guide for the labelling, advertising and sale of wigs and other hair-pieces.

This includes guides for disclosure of foreign origin, and hair composition, and flammability of wigs and hair-pieces, effective from November 9, 1970.

Further details about this notice may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-247 5757, Ext. 455, 456, 457). Reference FR 11.8.70.

Trade regulation rule—advertising of economic poisons

THE *Board of Trade Journal* of February 21, 1969 gave notice of a revision of a proposed regulations rule to prevent the deceptive advertising of economic poisons.

The Federal Trade Commission has now issued details of a second revision of the proposed rule.

Interested persons may submit written comments to the Assistant Director for Industry Guidance, Bureau of Consumer Protection, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, NW Washington DC 20580, before October 13, 1970.

(*Continued on next page*)

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

CUNNINGTON AND COOPER (SPECIAL METALS) LTD

ENGINEERS, SHEET METAL FABRICATORS
WALL HILL MILL, DOBCROSS, Nr. OLDHAM
Telephone : Saddleworth 3111/2/3 and 3475

Designers, Engineers, Fabricators of Titanium, Zirconium, Tantalum, Niobium, Molybdenum, Platinum, and Nimonics/Nickels.

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ x ¼″
Brake Press 10′ x ⅛″

Leslie T. Clark (Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators' Association.

To advertise in the Board of Trade Journal telephone 01-248 9876 extn. 6147/8 rate card from HMSO (P3) Room D92, Atlantic House, Holborn Viaduct, London, EC1

AMLEN CHEMICAL CO. (UK) LTD.

FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC.

WALLINGFORD ROAD, UXBRIDGE, MIDDX. Tel. Uxbridge 32412
BRANCHES THROUGHOUT THE U.K.

S.O.S.

Don't be lost for words on the export market.

We are here, with our panel of specialist linguists in all languages, to help you broaden your export field.

TRANSLATING, INTERPRETING
DESIGN + PRINTING
LANGUAGE CONSULTATION
OF ANY KIND.

It is S.O.S. for

Spanimex Overseas Secretariat Limited

Town Hall Chambers,
32-34 Borough High Street
London S.E.1.
Telephone: 01-407 2141 and 1714

Screwing machines
For Bolts and Pipes.
Portable, for hand and power,
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388

Are your products acceptable
OVERSEAS?
Do they satisfy the buyers' requirements?
HAVE AN INDEPENDENT CHECK
Consult
Yarsley Testing Laboratories Limited
The Street, Ashtead, Surrey
Ashtead 76391/6

'ARDUA' Brushes
WHOLESALE & EXPORT
SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) **Ltd.** (Est. 1890)
Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

UNITED STATES, *continued*

Further details about this notice can be obtained from Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 11.8.70.

Motor vehicle safety standard for power operated window systems

THE *Board of Trade Journal* of September 10, 1969 gave advance notice of proposed new United States motor vehicle safety standard for power operated window systems – Standard 118.

The National Highway Safety Bureau have now adopted standard 118, specifying requirements for power operated windows and partition systems to minimize the likelihood of death or injury from their accidental operations, effective date February 1, 1971.

Further details can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 23.7.70.

CANADA

Revision of division 15 of the Food and Drug Regulations

THE CANADIAN Food & Drug Directorate have issued Trade Information Letter No. 337 dated July 31, 1970, which states that the Directorate considers it necessary to revise Division 15 of the Food & Drug Regulations governing tolerances for incidental contaminants, agricultural chemicals and drug residues in food. The proposed revision is outlined in the letter and draft regulations are attached.

Firms requiring full particulars of the Letter should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), quoting reference TIL 337.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720438 2

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

EXPORT?

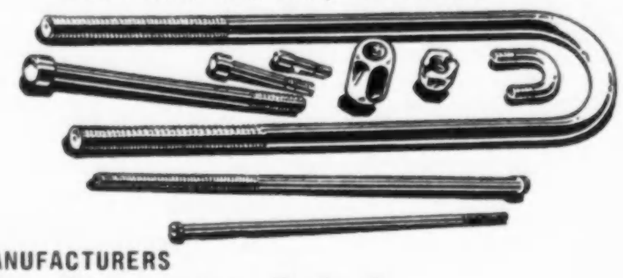
Mark M. Cansick M.S.M.A

My organization, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" Silencers; "HERMETITE" Jointing Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories; "WHITTLE" Link Belting.

Mark Cansick & Company
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON N.6
Telephone: Mountview 0094/5. Cables: Cansico, London
Telex No. 261381

Commercial Vehicles and Agricultural Machinery

Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult

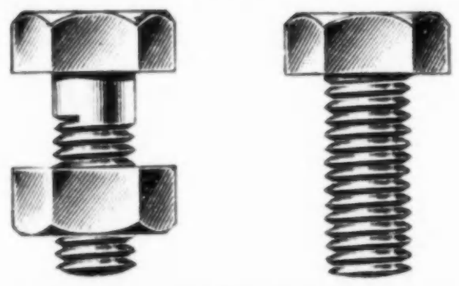


MANUFACTURERS
The Cossentine Bolt & Engineering Co. Ltd.
The Platt, Putney, SW15
Telephone: 01-788 7121
Grams: Cossentine Put. London.

depend on us
for rubber and allied products
Manufactured components ranging from two-ton buffers to fine surgical tubes — a truly wide range — all made to the high quality standard synonymous with the name... Established over a century
LEYLAND
THE LEYLAND & BIRMINGHAM RUBBER CO. LTD.
LEYLAND PR5 1UB
TEL. LEY. 21434

The Stylo
PLASTICS & ENGRAVING CO. LTD.
NAMEPLATE MANUFACTURERS
MACHINE & CHEMICAL ENGRAVERS
Telephone PEN 3065/6
WHIT LANE, PENDLETON, SALFORD, 6

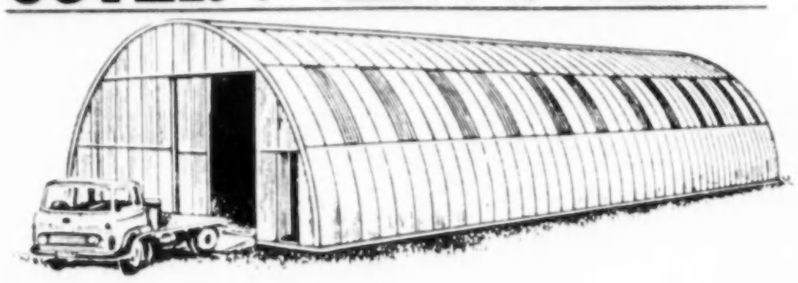
Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & (Co Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, B 12 8BB
Trunk Dial 021-449 3781 (6 lines)
G K N Bolts & Nuts Accredited Stockist

Employment and Productivity Gazette
Single copies 7s. (by post 7s. 8d.)
Annual subscription £4 12s. including postage
Obtainable from
Her Majesty's Stationery Office
49 High Holborn, London, WC1;
13A Castle Street, Edinburgh, EH2 3AR
Brazennose Street, Manchester, M60 8AS
258 Broad Street, Birmingham, 1;
109 St. Mary Street, Cardiff, CF1 1JW;
50 Fairfax Street, Bristol, 1, BS1 3DE;
7-11 Linenhall Street, Belfast, BT 28 Ay
or through any bookseller.

LOW COST BIG COVER SUPER ROMNEY

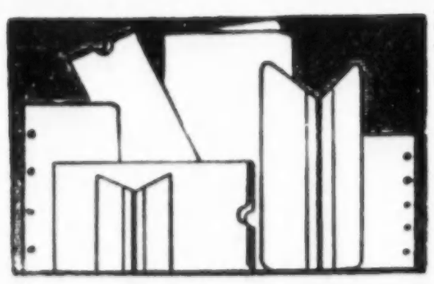


BRAND NEW ALL STEEL BUILDINGS
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS
Romney House
Wolverhampton Street
Darlaston Staffs
Telephone No. 021 526 3851

STEELTUBE
Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.
Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON



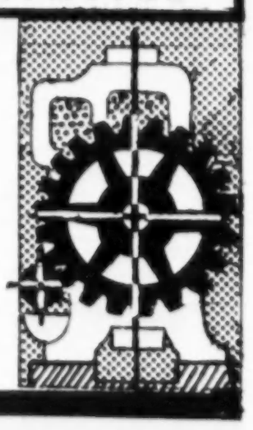
PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

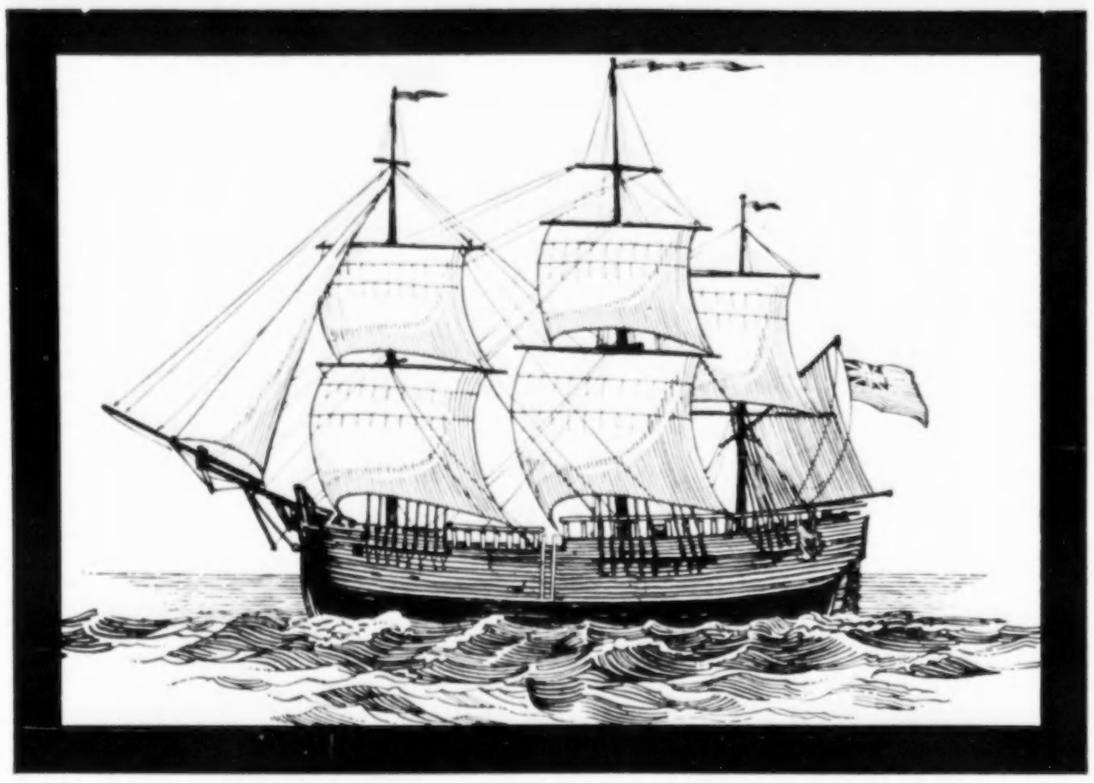
Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

MAUN HAND TOOLS
The best to get hold of
Manufacturers of stationers punches, eyeletting tools, pliers etc.
Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O
MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

IDDON BROTHERS LIMITED
MIXING MILLS.
PRESSES.
CALENDERS.
EXTRUDING AND BLOW MOULDING MACHINES.
HOSE WRAPPING AND BUILDING PLANT.
SPREADERS, ETC.



IDDON BROS. LTD. LEYLAND ENGLAND



200 years ago an Englishman used this to reach Australia

today, successful exporters use this-

When Cook landed his greeting was none too friendly.
Today exporters are finding that Australia, with its booming economy, offers a warm welcome to their products. And that Qantas Air Cargo can help them in so many ways to make their export markets in Australia and the South Pacific prosper and thrive.
Because Qantas has more flights per week Down Under. 17 in all.
And they're direct flights. No delaying transhipment of goods. Qantas ground facilities are unequalled, too. Mechanised, palletised and rollerised they can load or unload cargo at a ton a minute. When you're making export plans Down Under, remember this—Qantas is Australian. And Australians know Australia best.
Come down and see us sometime—soon. See Qantas. Or your cargo agent.

QANTAS AIR CARGO
FLYING THROUGH OUR 50th GOLDEN YEAR 1920 50 1970

Qantas, with Air India and BOAC.
Direct flights to Brisbane, Darwin, Melbourne, Perth and Sydney